

# Purchase plan

## 1/2016

search months July-December 2015  
listing months January-June 2016



# CONTENTS

<b>General information</b>	<b>3</b>
Purchase plans for 2016	3
Information on sales at Alko	3
 <b>Assortment management</b>	 <b>4</b>
Shop categories	4
Category tree	4
Trend in the number of general selection products	10
New products brochure	10
 <b>Purchase Plan search categories and submitting the offers</b>	 <b>11</b>
Main products (W, B and S)	11
Service products (P)	11
Limited availability products (R)	12
Other products (U)	12
Search criteria and product segments	13
Seasonal products (K)	14
 <b>Additional information on the contents of searches</b>	 <b>15</b>
Taste styles of red wines	17
Taste styles of white wines	17

<b>Brewery-supplied products</b>	<b>18</b>
Summary of product searches	18
Beer	20
Cider	30
Long drink	31

<b>Wines</b>	<b>32</b>
Summary of product searches	32
Argentina	34
Australia	36
Australia or Spain	39
Austria	39
Belgium or Germany	41
Bulgaria	42
Canada	42
Chile	43
Croatia	45
England	45
France	46
Germany	50
Greece	53
Hungary	53
Italy	54
Japan	58
Moldova	59
New Zealand	59
Portugal	60
Romania	62
South Africa	62
Spain	65
Sweden or Finland	69
United States	69

<b>Strong beverages</b>	<b>72</b>
Summary of product searches	72
Vodka	73
Spirits	74
Other distillates	75
Rum	76
Grape brandy	77
Whisky	79
Liqueur	81

<b>Intermediate products</b>	<b>84</b>
Summary of product searches	84
Port wine	84
Sherry	84

# **GENERAL**

## **PURCHASE PLANS FOR 2016**

Purchase plans are published on the Alko website twice a year; in May and in November. The Purchase plan of May 2015 includes searches for products to be listed during the first half of 2016. The Purchase plan of November 2015 contains searches for the products that will be listed during the second half of 2016.

The planning of our assortment is based on customer demand, requirements of different customer groups and Alko's existing product range. If the structure of customer demand changes remarkably from our forecasts or if the reasons related to assortment management require so, purchasing needs will be reassessed and information on this will be made available on Alko's website.

## **INFORMATION ON SALES AT ALKO**

For information on sales at Alko, please see our website [www.alko.fi](http://www.alko.fi) > Alko Inc.> To Media > Statistics.

# ASSORTMENT MANAGEMENT

Products in the general selection are allocated to shops centrally using a matrix in which the shop categories are one element and the product assortment based on category trees is the other element.

## SHOP CATEGORIES

A shop category is a combination of sales profile (Normal, Basic, Plus) and store size (5 size classes: S – XXL), for example "normal-S". In addition, there are shops of type Joker. These stores have exceptional conditions, such as small shop surface or demand that varies greatly depending on the season. As a result, there is no central allocation to the shop type Joker.

Compared to the sales profile Normal, the Plus type of shops & basic type of shops reflect the inclusion of especially wine, beer and higher-priced products. In the Basic type of shops the sales on the other hand are focused more on strong beverages and partly on brewery products.

		Sales profile		
Size class		Perus	Normaali	Plus
S	average # of skus 600-	49 stores	29 stores	4 stores
M	average # of skus 920-	53 stores	24 stores	4 stores
L	average # of skus 1300-	11 stores	71 stores	21 stores
XL	average # of skus 1670-	2 stores	33 stores	16 stores
XXL	average # of skus 2000 -		8 stores	15 stores
JOKERI		12 stores		

Number of shops (above table) within a shop type may change due to the fact that individual shops may move over to other shop type as a result of changes in shop facilities, shop locations, sales profile or number of products carried in shop.

## CATEGORY TREE

Alko's assortment is allocated to different shop types centrally, based on the customer-oriented category tree. In the category tree, the product categories are first divided into sub-categories and then into segments.

The category tree is based on customer requirements and behavior as well as consumer demand analyzed by Alko. If changes occur in them, the structure of the category tree or the contents of the sub-categories or segments may change. Suppliers will be informed about the changes in good time, at minimum two price list periods before they become valid.

The category tree used by Alko:

Segment id	Segment name
271101	Beer;Lager;Lager;single;<=0,4
271102	Beer;Lager;Lager;single;>0,4
271103	Beer;Lager;Lager;multipack;<=0,4;<10pack
271104	Beer;Lager;Lager;multipack;<=0,4;10-17pack
271105	Beer;Lager;Lager;multipack;<=0,4;>18pack
271106	Beer;Lager;Lager;multipack;>0,4
271107	Beer;Lager;Lager;service
271108	Beer;Lager;Other
271109	Beer;Lager;Other;service
271110	Beer;Dark lager
271111	Beer;Pils
271112	Beer;Strong lager;Strong lager;single;<=0,4
271113	Beer;Strong lager;Strong lager;single;>0,4 bottle
271114	Beer;Strong lager;Strong lager;single;>0,4 can
271115	Beer;Strong lager;Strong lager;multipack;<=0,4
271116	Beer;Strong lager;Strong lager;multipack;>0,4
271117	Beer;Strong lager;Other
271118	Beer;Wheat beer;Hefeweizen
271119	Beer;Wheat beer;Other weizen-types
271120	Beer;Wheat beer;Other
271121	Beer;Ale;Bitter
271122	Beer;Ale;Bitter, strong
271123	Beer;Ale;Monastery
271124	Beer;Ale;Other
271125	Beer;Stout & porter;Porter
271126	Beer;Stout & porter;Stout
271127	Beer;Specialty
272101	RTD;Grapefruit
272102	RTD;Other variants;bottle
272103	RTD;Other variants;can
272104	RTD;Ready to serve
273101	Cider;British style apple-based
273102	Cider;Nordics' style apple-based
273103	Cider;French style apple-based
273104	Cider;Pear ciders
273105	Cider;Other
274101	Non-alcoholic;Beer
274102	Non-alcoholic;Cider
274103	Non-alcoholic;Wine
274104	Non-alcoholic;Soft drinks, mixers and waters
274105	Non-alcoholic;Other
441101	Red wine;<=0,5 l bottle;berried & fresh
441102	Red wine;<=0,5 l bottle;smooth & fruity
441103	Red wine;<=0,5 l bottle;luscious & jammy
441104	Red wine;<=0,5 l bottle;nuanced & developed
441105	Red wine;<=0,5 l bottle;robust & powerful

Segment id	Segment name
441106	Red wine;berried & fresh;<8
441107	Red wine;berried & fresh;8-9,99
441108	Red wine;berried & fresh;10-12,99
441109	Red wine;berried & fresh;13-14,99
441110	Red wine;berried & fresh;>=15
441111	Red wine;smooth & fruity;<8
441112	Red wine;smooth & fruity;8-9,99
441113	Red wine;smooth & fruity;>=10
441114	Red wine;luscious & jammy;<7
441115	Red wine;luscious & jammy;7-7,99
441116	Red wine;luscious & jammy;8-8,99
441117	Red wine;luscious & jammy;9-9,99
441118	Red wine;luscious & jammy;10-10,99
441119	Red wine;luscious & jammy;11-12,99
441120	Red wine;luscious & jammy;13-14,99
441121	Red wine;luscious & jammy;15-19,99
441122	Red wine;luscious & jammy;>=20
441123	Red wine;nuanced & developed;<8
441124	Red wine;nuanced & developed;8-9,99
441125	Red wine;nuanced & developed;10-12,99
441126	Red wine;nuanced & developed;13-14,99
441127	Red wine;nuanced & developed;15-17,49
441128	Red wine;nuanced & developed;17,50-19,99
441129	Red wine;nuanced & developed;>=20
441130	Red wine;robust & powerful;<10
441131	Red wine;robust & powerful;10-12,99
441132	Red wine;robust & powerful;13-14,99
441133	Red wine;robust & powerful;15-17,49
441134	Red wine;robust & powerful;17,50-19,99
441135	Red wine;robust & powerful;>=20
442101	White wine;<=0,5 l bottle;smooth & light
442102	White wine;<=0,5 l bottle;mellow & sweet
442103	White wine;<=0,5 l bottle;crisp & fruity
442104	White wine;<=0,5 l bottle;nuanced & structured
442105	White wine;<=0,5 l bottle;generous & toasty
442106	White wine;smooth & light;<8
442107	White wine;smooth & light;8-9,99
442108	White wine;smooth & light;>=10
442109	White wine;mellow & sweet;<8
442110	White wine;mellow & sweet;8-9,99
442111	White wine;mellow & sweet;>=10
442112	White wine;crisp & fruity;<7
442113	White wine;crisp & fruity;7-7,99
442114	White wine;crisp & fruity;8-8,99
442115	White wine;crisp & fruity;9-9,99
442116	White wine;crisp & fruity;10-12,99
442117	White wine;crisp & fruity;13-19,99
442118	White wine;crisp & fruity;>=20

Segment id	Segment name
442119	White wine;nuanced & structured;<8
442120	White wine;nuanced & structured;8-8,99
442121	White wine;nuanced & structured;9-9,99
442122	White wine;nuanced & structured;10-12,99
442123	White wine;nuanced & structured;13-14,99
442124	White wine;nuanced & structured;15-17,49
442125	White wine;nuanced & structured;17,50-19,99
442126	White wine;nuanced & structured;>=20
442127	White wine;generous & toasty;<10
442128	White wine;generous & toasty;10-14,99
442129	White wine;generous & toasty;15-19,99
442130	White wine;generous & toasty;>=20
443101	Sparkling wine;<=0,5 l bottle;Sparkling wine;Extra brut
443102	Sparkling wine;<=0,5 l bottle;Sparkling wine;Extra Sec & Sec
443103	Sparkling wine;<=0,5 l bottle;Sparkling wine;Demi-sec
443104	Sparkling wine;<=0,5 l bottle;Sparkling wine;Sweet
443105	Sparkling wine;<=0,5 l bottle;Champagne;Extra brut
443106	Sparkling wine;<=0,5 l bottle;Other
443107	Sparkling wine;Sparkling wine;Extra brut;<8
443108	Sparkling wine;Sparkling wine;Extra brut;8-9,99
443109	Sparkling wine;Sparkling wine;Extra brut;10-14,99
443110	Sparkling wine;Sparkling wine;Extra brut;>=15
443111	Sparkling wine;Sparkling wine;Extra sec & Sec;<8
443112	Sparkling wine;Sparkling wine;Extra sec & Sec;8-9,99
443113	Sparkling wine;Sparkling wine;Extra sec & Sec;>=10
443114	Sparkling wine;Sparkling wine;Sweet;<10
443115	Sparkling wine;Sparkling wine;Sweet;>=10
443116	Sparkling wine;Sparkling wine;Demi-sec;<10
443117	Sparkling wine;Sparkling wine;Demi-sec;>=10
443118	Sparkling wine;Champagne;Extra brut;<29,99
443119	Sparkling wine;Champagne;Extra brut;30-39,99
443120	Sparkling wine;Champagne;Extra brut;40-49,99
443121	Sparkling wine;Champagne;Extra brut;50-99,99
443122	Sparkling wine;Champagne;Extra brut;>=100
443123	Sparkling wine;Champagne;Other
443124	Sparkling wine;Aromatised sparkling wine
443125	Sparkling wine;Fruit sparkling wine
444101	Rose wine;<=0,5 l bottle;Dry
444102	Rose wine;<=0,5 l bottle;Other
444103	Rose wine;dry
444104	Rose wine;medium dry
444105	Rose wine;medium sweet
444106	Rose wine;sweet
445101	BIB and other tap wine;Red wine;<20
445102	BIB and other tap wine;Red wine;20-24,99
445103	BIB and other tap wine;Red wine;25-26,99
445104	BIB and other tap wine;Red wine;27-29,99
445105	BIB and other tap wine;Red wine;>=30

Segment id	Segment name
445106	BIB and other tap wine;White wine;<20
445107	BIB and other tap wine;White wine;20-24,99
445108	BIB and other tap wine;White wine;25-26,99
445109	BIB and other tap wine;White wine;27-29,99
445110	BIB and other tap wine;White wine;>=30
445111	BIB and other tap wine;Other
446101	Dessert and fortified wine;Dessert wines
446102	Dessert and fortified wine;Madeira
446103	Dessert and fortified wine;Port
446104	Dessert and fortified wine;Sherry
446105	Dessert and fortified wine;Vermouth
446106	Dessert and fortified wine;Other fortified wines;<8
446107	Dessert and fortified wine;Other fortified wines;8-9,99
446108	Dessert and fortified wine;Other fortified wines;>=10
447101	Other;Fruit and aromatised wines
447102	Other;Sake
447103	Other;Mulled wine;mild
447104	Other;Mulled wine;fortified
611101	Vodka and spirit;Vodka;minibottle
611102	Vodka and spirit;Vodka;2dl
611103	Vodka and spirit;Vodka;35cl
611104	Vodka and spirit;Vodka;50cl
611105	Vodka and spirit;Vodka;>=70cl
611106	Vodka and spirit;Flavoured vodka
611107	Vodka and spirit;Spirits;2dl
611108	Vodka and spirit;Spirits;35cl
611109	Vodka and spirit;Spirits;50cl
611110	Vodka and spirit;Spirits;>=70cl
612101	Gin and other spirits;Gin
612102	Gin and other spirits;Genever
612103	Gin and other spirits;Akvavit
612104	Gin and other spirits;Anise distillate
612105	Gin and other spirits;Fruit distillate
612106	Gin and other spirits;Grappa
612107	Gin and other spirits;Tequila
612108	Gin and other spirits;Flavoured sprirts
613101	Rum;Light;<=50cl
613102	Rum;Light;>=70cl
613103	Rum;Dark;<=50cl
613104	Rum;Dark;>=70cl
613105	Rum;Flavoured rum
613106	Rum;minibottle
614101	Cognac;VS;35cl
614102	Cognac;VS;50cl
614103	Cognac;VS;>=70cl
614104	Cognac;VSOP;35cl
614105	Cognac;VSOP;50cl
614106	Cognac;VSOP;>=70cl
614107	Cognac;XO;<=50cl
614108	Cognac;XO;>=70cl



Segment id	Segment name
614109	Cognac;minibottle
614110	Cognac;2dl
614111	Cognac;Other
615101	Armagnac and Calvados;Armagnac;<=50cl
615102	Armagnac and Calvados;Armagnac;>=70cl
615103	Armagnac and Calvados;Calvados;<=50cl
615104	Armagnac and Calvados;Calvados;>=70cl
616101	Brandy;2dl
616102	Brandy;35 and 50 cl
616103	Brandy;>=70cl
617101	Whisky;Malt;<=50cl
617102	Whisky;Malt;>=70cl
617103	Whisky;Blended;Scottish style;35cl
617104	Whisky;Blended;Scottish style;50cl
617105	Whisky;Blended;Scottish style;>=70cl
617106	Whisky;Blended;Other;<=50cl
617107	Whisky;Blended;Other;>=70cl
617108	Whisky;Straight-style
617109	Whisky;Other
617110	Whisky;Minibottle
617111	Whisky;2dl
618101	Liquor and Bitter;Berry liquors
618102	Liquor and Bitter;Fruit liquors
618103	Liquor and Bitter;Spiced liquors
618104	Liquor and Bitter;Herb liquors
618105	Liquor and Bitter;Cream liquors
618106	Liquor and Bitter;Coffee liquors
618107	Liquor and Bitter;Salmiac liquors
618108	Liquor and Bitter;Bitter liquors
618109	Liquor and Bitter;Grog bitter liquors

## TREND IN THE NUMBER OF GENERAL SELECTION PRODUCTS

The trend in the number of products in the Alko price-list is shown in the following table from the year 2010 until 2014. The figures include also additional bottle sizes and products in Arkadia flagship store.

	2010	2011	2012	2013	2014
Number of products in the selection on 31 December	2.571	2.587	2.662	2.729	2.726
New products	621	712	807	768	719
Delisted products	713	712	698	691	760

## NEW PRODUCTS BROCHURE

New products are added to the general selection throughout the year, with the exception of December, which is the time of concentrating our resources on customer service for the Christmas sales season.

The "New Products" brochure will be published ten times during 2015. Material for each brochure should be at Alko according the below timetable.

Start of product sales	Material* must be at Alko by	Brochure publishing date
12.1. – 9.2.	22.11.2014	2.2.2015
10.2. – 9.3.	20.12.2014	2.3.2015
10.3. – 9.4.	24.1.2015	1.4.2015
10.4. – 9.5.	21.2.2015	2.5.2015
10.5. – 9.6.	28.3.2015	1.6.2015
10.6. – 9.8.	25.4.2015	1.7.2015
10.8. – 9.9.	27.6.2015	1.9.2015
10.9. – 9.10.	25.7.2015	1.10.2015
10.10. – 9.11.	29.8.2015	2.11.2015
10.11. – 9.12.	26.9.2015	1.12.2015

\* Product information sheet and possible corrections concerning the product data must be at Alko by the above due dates.

# PURCHASE PLAN SEARCH CATEGORIES AND SUBMITTING THE OFFERS

## MAIN PRODUCTS (W, B AND S)

All normal general selection products are understood as main products, and they are subject to Alko's minimum sales requirements.

The distribution level is indicated in the product search and it is premised on the shop types for which the product is searched. The final shop types are defined, when the product is purchased. The actual number of shops always depends on the number of shops within the shop type at a given time.

The distribution level indicated in the search is based on the anticipated demand, customer satisfaction and the ensemble of the assortment. New products will be included in the cyclic monitoring after the first monitoring period after the listing of the product has elapsed. In practice the distribution level (shop types) confirmed at the point of purchase will be guaranteed for approximately 10 to 14 months depending on the listing date of the product.

Distribution level in product search	Indicative description	weighted distr. (sales)	distribution level (no of stores)	Estimated range of store types											
				S	perus	norm	plus	perus	norm	plus	perus	norm	plus	perus	norm
general selection - main products	wide plus	Very wide demand all over in Finland; widely all customer segments represented; product's profile is to be for everybody; price and familiar brands are heavily emphasized in buying behavior	appr. 85-90%	appr. 250-280	S	+	+	+	+	+	+	+	+	+	+
	wide	wide demand; all customer segments; price and familiar brands are emphasized in buying behavior	appr. 75-85%	appr. 200-230	M	+	+	+	+	+	+	+	+	+	+
	mainstream	demand largely in cities and bigger urban areas; consumers more willing to explore (modern customer segments); price/quality ratio and familiarity still counts	appr. 65%-75%	appr. 160-180	L	+	+	+	+	+	+	+	+	+	+
	premium	Demand widely in cities; modern customer segments emphasized; hobbying and food as needs emphasized	appr. 30-50%	appr. 60-100	XL	+	+	+	+	+	+	+	+	+	+
	super premium	Demand in bigger cities; hobbying and food as needs as well as more valuable products are heavily emphasized	appr. 15-30%	appr. 15-45	XXL	+	+	+	+	+	+	+	+	+	+

## SERVICE PRODUCTS (P)

Service product is a designation for a product which Alko stocks in order to ensure that its selection remains diverse and representative. The sales performance of a service product is not monitored by minimum sales requirement. Service products are selected for Alko's general selection for a maximum of three years at a time. If a supplier wishes to participate in a bidding competition with a service product already included in Alko's selection, they need to make a new offer within the timeframe published in the Purchase plan. The minimum availability possibly mentioned in the search text is indicative, not a guarantee of the actual purchase quantity. The order quantities for a product will eventually base on customer demand. If the annual sales of a service product exceed 2,000 sales units or a turnover of 20,000 euros without tax, and if there is great demand for the product, it will be turned into a main product of the general selection.

## LIMITED AVAILABILITY PRODUCTS (R)

Products with limited availability are one-off purchases in an agreed amount. Deliveries to shops must be concluded when the agreed quantity has been delivered.

The minimum availability indicated in the search text may differ from the final purchase quantity.

Availability of the offered product in sales units (pcs) must always be indicated on the offer.

The limited availability product layout comprises the following product concepts:

- products with limited availability, limited shop distribution
- products with limited availability for reservation or drawing, if the reservations exceed availability
- products to be purchased only for the flagship store

Limited shop distribution

- product availability approximately more than 100 bottles depending on the product group
- well-known/internationally renowned producer
- gives added value to the general selection
- stock expected to last 6 months

Customer reservations or drawings

- product availability approximately 50 – 300 bottles
- assumed demand in Finland larger than product availability
- well-known/internationally renowned producer
- cult wine/collector's item

Products for the flagship store only

- limited availability
- well-known/internationally renowned producer or product
- cult product/collector's item
- a product bringing added value to the selection of a speciality store
- a special product in its own category, for example rare grape variety, product type etc.

Searches for products of limited availability, and timetables for these, are included in the Purchase plan under their respective product categories. Products with limited availability can also be acquired through separate searches on Alko's website, when needed. Internationally renowned or specialty products with very limited availability can also be offered using the **fixed search number**. In 2015 the number is **R2015**. However, such offers must always be negotiated beforehand with the product manager in charge. Products purchased on the basis of these offers will mainly be made available for reservation or for the flagship store only.

## OTHER PRODUCTS (U)

Alko also seeks products of totally new type and products with package size or type not earlier included in Alko's selection. Such searches are included in the Purchase plan or can be found on Alko's website at [www.alko.fi/forsuppliers](http://www.alko.fi/forsuppliers) > Purchase plan and other searches.

# SEARCH CRITERIA AND PRODUCT SEGMENTS

The search criteria cover the information according to which the segment or possible segments are verifiable for the offered product.

## Brewery products

- The beer segment is defined by the main type, sub-type and the package. In lager beers the products with under 4.7 percent of alcohol form a segment of their own, since they have an important service role ("Beer; Lager; Lager; service" and "Beer; Lager, Other; service").
- In the search criteria for beer we indicate beer type and, when needed, also the sub-type. Beer type and their sub-types are in the table below:

Lager	Dark Lager	Pils	Strong Lager	Wheat beer	Ale	Stout & porter	Speciality
Non-alcoholic	Dark lager	Pils	Strong lager	Wheat beer	Mild ale	Porter	Speciality
Light	Dunkel	Imperial pils	Maibock	Witbier	Bitter	Imperial porter	Lambic
Pale	Black beer		Bock	Kristallweizen	ESB	Stout	Fruit beer
Lager			Doppelbock	Hefeweizen	Pale ale	Dry stout	Gueuze
Continental			Eisbock	Dunkelweizen	Brown ale	Sweet stout	Faro
Helles				Weizenbock	Ale	Oatmeal stout	Spiced beer
Dortmunder				Wheat ale	Amber Ale	Imperial stout	Saison
Wiener					IPA		Sour ale
Oktoberfest					Double IPA		Biere de garde
Märzen					Old ale		Alt
					Strong ale		Kölsch
					Golden ale		Trappist
					Monastery beer		Barley wine
							Steinbier
							Steam beer
							Rye beer
							Smoke beer
							Home-brew beer
							Berliner Weisse
							Mead
							Kellerbier

### Please note!

- The segment "Beer; Ale; Bitter" contains the following sub-types: mild ale, bitter, ESB, pale ale, brown ale and ale.
- The segment "Beer; Ale; Bitter strong" contains the following beer types: amber, ale, IPA, Double IPA.
- The segmentation of long drinks is based on the taste and package. In addition, "LD; Ready to serve" is a segment of its own as the cocktail type strong beverages in bigger containers stand out as a separate customer need.
- The segmentation of ciders is based on style aspects and main raw material/taste.

## Wines

- The red and white wine segment is based on the bottle size, taste style and price.
- In the sparkling and rosé wines the basis for segmentation is bottle size, sweetness and price category. Different types of sparkling wines are additionally divided into sparkling wines, champagnes, aromatised and sparkling fruit wines.
- Bag-in-boxes and Other fortified wines have been segmented on the basis of price categories.

## Strong beverages

- Strong beverages have been segmented by sub-categories according to beverage type and bottle size.
- In whiskies, the basis for segmentation is the production method and style. Several malt whiskies and grain whisky have been used in the blending of blended whiskies. The difference between the segmentation of Scottish-style whiskies and other blended whiskies is the use of smoked malt or smokiness in the aroma.
- In the segment of straight-style whiskies, the proportion of main raw material (corn, wheat, rye) in the mash is minimum 51 percent, and new casks have been used for the ageing.
- The segments of malt whiskies include whiskies made of 100 percent malted barley regardless of the origin. The segment "Whisky, Other" includes whiskies made with a different method than the earlier mentioned (e.g. single grain or pot still).

## SEASONAL PRODUCTS (K)

Seasonal product procedures are faster than those for ordinary products, and delisting is agreed in advance. Detailed searches are published separately on Alko's website.

Preliminary timetables for seasonal products

Product category	Search month	Listing month	End of distribution
New craft beers and ciders 2016	6/2015	1/2016	week 20/2016
Beaujolais Nouveau & Nouveau Villages 2015	8/2015	11/2015	According to demand
Summer spirits 2016	8/2015	4/2016	week 35/2016
Summer beers 2016	8/2015	6/2016	week 33/2016
Pale ale, IPA, Double IPA, ale and Indian pale lager	8/2015	6/2016	week 35/2016
Oktoberfest beers 2016	9/2015	9/2016	week 42/2016
Summer wines and wine beverages 2016	10 - 11/2015	4 - 5/2016	8 - 9/2016
Summer cider and RTDs 2016	10/2015	5/2016	week 35/2016
Christmas beers 2016	12/2015	11/2016	week 52/2016
Winter beers 2016	12/2015	11/2016	week 4/2017

# ADDITIONAL INFORMATION ON THE CONTENTS OF SEARCHES

## *Country of origin*

Country, in which the alcoholic beverage is mainly manufactured or produced, is regarded as country of origin.

## *Country of origin of the brand/recipe*

In brewery products and in spirits the country of origin means the country or region, from which the product brand/recipe originates, or which the product is typically known for. If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information. The production plant in the country of manufacture must be indicated in the field reserved for that information.

## *Country of manufacture*

The country, in which the product has been manufactured. In this connection minor handling/processing of alcoholic beverage, such as bottling, filtering, inserting additives or diluting are not regarded as manufacture, as they do not essentially change the quality of the beverage. Neither is blending of two liquids regarded as manufacture.

## *Protected designations of origin in Europe*

EU regulation from 2009 concerns all wine producing member states. Alko is aware that there will be new and old designations during the transition period. Even if both alternatives were not mentioned in our search texts, we will accept either of them when they mean the same classification. In unclear cases the offeror should contact the product manager in charge.

## *Taste styles of wine*

In most searches for red and white wines we have defined alternative taste styles matching with the search in question and bringing added value to Alko's selection. Taste typification is our way of making a customer-oriented classification of the wine assortment. It is based on the consumer and purchase behaviour researches carried out by Alko.

The product's taste style must remain unchanged at least throughout the offered vintage, and preferably even after the vintage changes. Additional information on the characterizing words and the body/sweetness of the different taste styles is available on Alko's website at [www.alko.fi](http://www.alko.fi) > For suppliers. The same descriptions have also been added to this Purchase plan, see page 17.

At Alko the taste styles of the products are defined in a sensory evaluation, which guarantees the neutrality and uniform quality. As a backup for the definitions we use the analyses of Alcohol Control Laboratory (ACL). The products which are already included in our selection are assessed following the normal quality control program and always when the vintage of the product changes.

## *Commercial aspects*

When judging the commercial aspects, e.g. following features can be considered: price of the product, environmental aspects, taste profile, target group and appearance of the product.

## *Sustainable development and ethical trade*

Environmental and ethical issues are important. Finnish consumers' positive attitude towards products supporting sustainable development, such as organic products and Ethical trade products, has grown. Alko wishes to increase the number of such products in the selection. The products that we now consider as ethical trade products are those having Fair Trade, Fair for Life or For Life certificate.

Product characteristics supporting sustainable development must be explained on the offer under additional information, and official certificates and/or testimonies must be sent, if requested by Alko.

Therefore the registration in the recycling system may be regarded as an advantage in nearly all searches of wide, wide+ and mainstream.

Weight of the product package is an essential part of the product's environmental load, and Alko is willing to encourage suppliers to use light-weight packages. Therefore several searches for e.g. wines include an indication that a light-weight package may be of advantage. The limit for a light-weight package (0.75-litre wine bottle) has been defined as 420 grams. To be regarded as an advantage, the weight of an empty bottle must be given on the offer under additional information.

*Offeror-specific limitation for the number of offers*

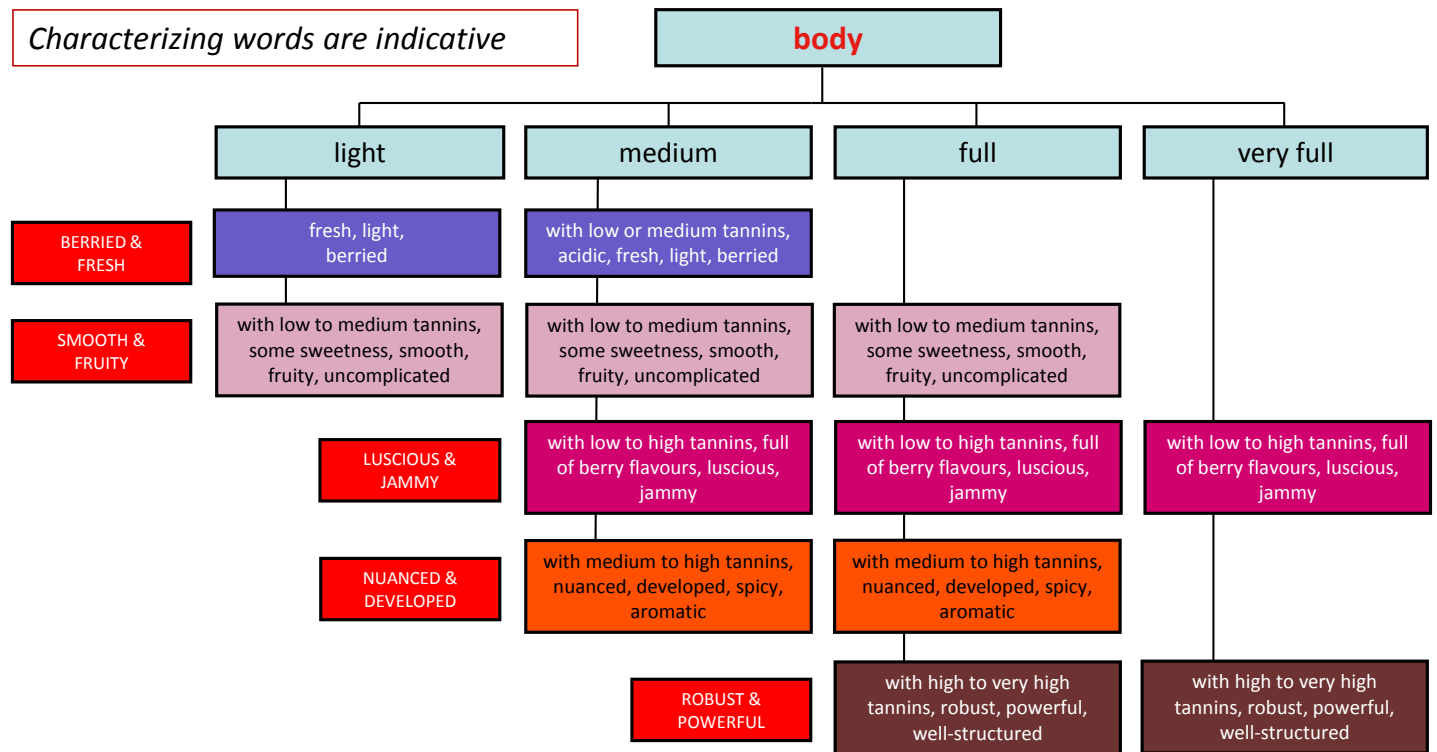
In this Purchase plan we have some searches, where the number of offers has been limited to one per offeror. This limitation is formulated in the search text as follows: "only one product per offeror can be offered to this search". By the offeror we mean the company selling the product to Alko or the representative for the product, indicated on the offer.

The searches where this limitation is used have relatively wide search criteria. With the criteria and the limitation we wish to make sure that the supply will be diverse but the number of offers on a controllable level.

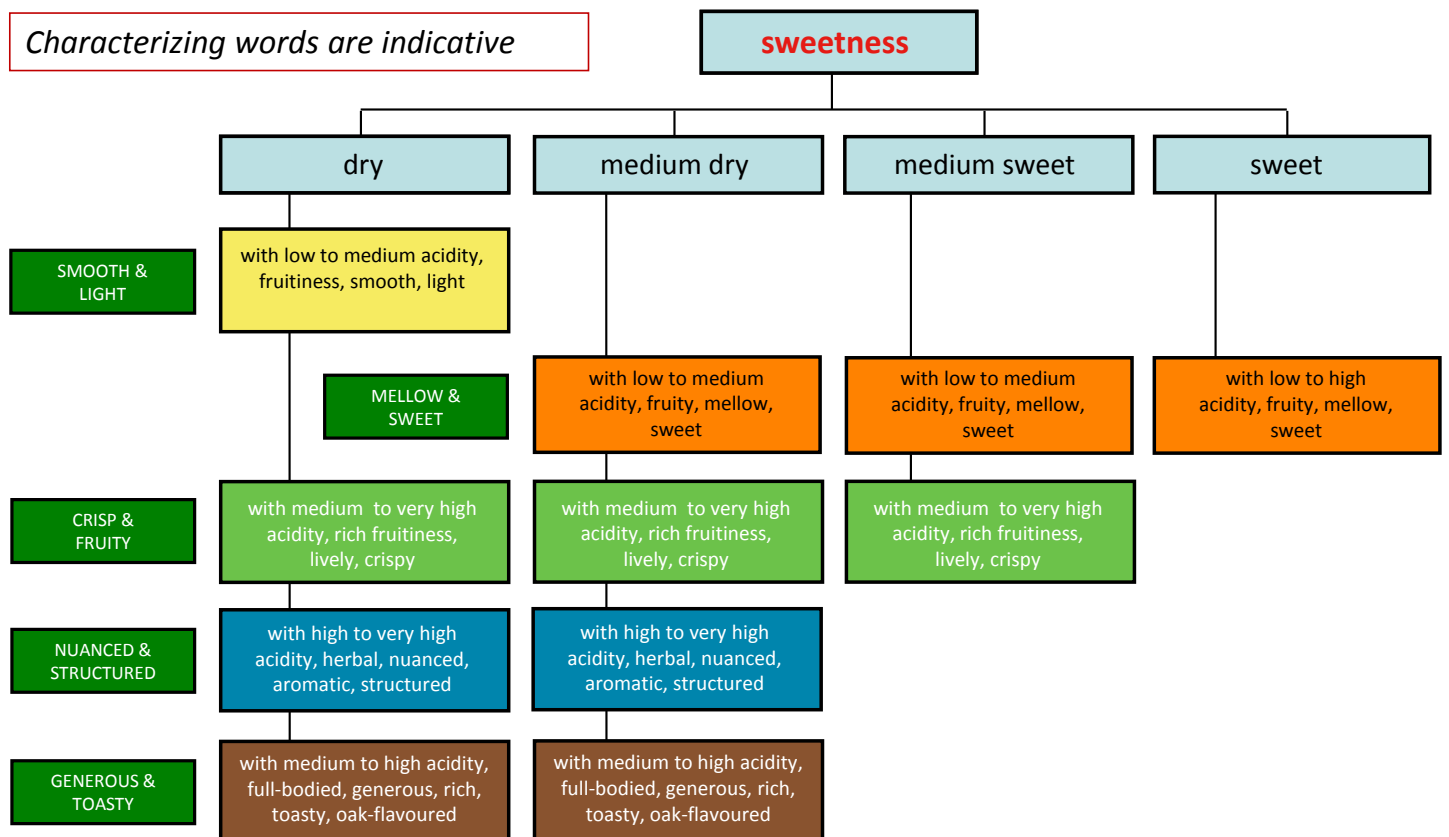
Additional information on submitting offers is available in Alko's listing instructions "Listing procedure and retail sale of alcoholic beverages" at [www.alko.fi/forsuppliers](http://www.alko.fi/forsuppliers).



## TASTE STYLES OF RED WINES



## TASTE STYLES OF WHITE WINES



# BREWERY PRODUCTS

## SUMMARY OF PRODUCT SEARCHES

Search month	Search number	Beverage type	Country
July	B150701	lager	Finland
	B150702	ale	country of origin not determined; to be indicated on the offer
	B150703	ale	Finland
	B150704	dark lager	Germany
	B150705	stout & porter	United States
	RB150701	stout & porter	country of origin not determined; to be indicated on the offer
	RB150702	top fermented beer; micro brewery beer	Estonia
August	B150801	lager	Estonia
	B150802	strong lager	Germany
	B150803	wheat beer	Germany
	B150804	ale	Scotland
	B150805	long drink	country of origin not determined; to be indicated on the offer
	B150806	long drink; berry-flavoured	Finland
	PB150801	ale; gluten free beer	Belgium
	RB150801	ale	United States
September	B150901	wheat beer	other than Germany
	B150902	long drink; berry flavoured	Finland
	RB150901	ale	Belgium or Holland
	RB150902	ale	country of origin not determined; to be indicated on the offer
	RB150903	ale	Belgium or Holland
	RB150904	ale	Nordic countries
	RB150905	apple cider	Spain
October	B151001	lager	Germany
	B151002	lager	country of origin not determined; to be indicated on the offer
	B151003	pils	Great Britain or Ireland
	B151004	pils	Germany
	B151005	strong lager	other than Finland
	B151006	wheat beer	Germany
	B151007	ale	USA
	B151008	oak-aged apple cider; vintage	England
	PB151001	speciality	Finland
	RB151001	lager	country of origin not determined; to be indicated on the offer

Search month	Search number	Beverage type	Country
November	B151101	wheat beer	country of origin not determined; to be indicated on the offer
	B151102	ale	England
	B151103	ale	country of origin not determined; to be indicated on the offer
	B151104	speciality	country of origin not determined; to be indicated on the offer
	PB151101	speciality	Finland
	PB151102	ale: micro brewery beer	Finland
December	B151201	cider: flavoured berry based	Finland
	RB151201	ale	other than USA or Nordic countries

# BEER

---

## MAIN PRODUCTS

### JULY

search number	<b>B150701</b>
product type	lager
supplementary type	organic beer
alcohol content	5.0 – 5.5 percent by volume
container	0.33-litre can
country of origin	Finland
	If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information.
retail price	maximum € 5.58 per litre
distribution level	Wide Plus
other criteria	<ul style="list-style-type: none"><li>– A well-known brand to Finnish consumers.</li><li>– A new brand in Alko's assortment will be advantageous.</li><li>– Moderate price may be advantageous.</li><li>– Product may be purchased also in multipack.</li><li>– Registration in the recycling system may be advantageous.</li></ul>
listing month estimate	January 2016
send offers to arrive by	<b>15 July 2015</b>

### JULY

search number	<b>B150702</b>
product type	ale
supplementary type	strong ale
alcohol content	minimum 6.5 percent by volume
container	glass bottle of maximum 0.5 litres
country of origin	country of origin not determined; to be indicated on the offer
	If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information.
retail price	maximum € 10.28 per litre
distribution level	Wide
other criteria	<ul style="list-style-type: none"><li>– A renowned producer may be advantageous.</li><li>– Registration in the recycling system may be advantageous.</li></ul>
listing month estimate	February 2016
send offers to arrive by	<b>15 July 2015</b>

### JULY

search number	<b>B150703</b>
product type	ale
supplementary type	IPA; microbrewery beer
alcohol content	minimum 6.0 percent by volume
container	glass bottle of maximum 0.5 litres
country of origin	Finland
	If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information.
retail price	the retail price is determined by the offers received
distribution level	Super Premium
other criteria	<ul style="list-style-type: none"><li>– An esteemed producer may be advantageous.</li></ul>
listing month estimate	January 2016
send offers to arrive by	<b>15 July 2015</b>

## **JULY**

search number  
product type  
alcohol content  
container  
country of origin

retail price  
distribution level  
listing month estimate  
send offers to arrive by

### **B150704**

dark lager  
minimum 5.0 percent by volume  
0.5 litres  
Germany

If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information.

maximum € 4.50

Premium

January 2016

**15 July 2015**

## **JULY**

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin

retail price  
distribution level  
other criteria

listing month estimate  
send offers to arrive by

### **B150705**

stout & porter  
imperial porter or imperial stout  
minimum 6.0 percent by volume  
maximum 0.5 litres  
United States

If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information.

the retail price is determined by the offers received

Premium

– A renowned brand and/or an esteemed representative of the style in question may be advantageous.

January 2016

**15 July 2015**

## **AUGUST**

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin

retail price  
distribution level  
other criteria

listing month estimate  
send offers to arrive by

### **B150801**

lager  
amber/vienna  
minimum 4.8 percent by volume  
glass bottle of maximum 0.33 litres  
Estonia

If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information.

maximum € 2.59

Mainstream

– Moderate price may be advantageous.

– A new brand or variant in Alko's assortment may be advantageous.

– A well-known brand to Finnish consumers may be advantageous.

– Registration in the recycling system may be advantageous.

February 2016

**17 August 2015**

## **AUGUST**

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin

retail price  
distribution level  
other criteria  
listing month estimate  
send offers to arrive by

### **B150802**

strong lager  
doppelbock  
minimum 6.7 percent by volume  
glass bottle of maximum 0.33 litres  
Germany

If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information.

the retail price is determined by the offers received

Premium

– An esteemed representative of the style in question may be advantageous.

February 2016

**17 August 2015**

## **AUGUST**

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin

retail price  
distribution level  
other criteria  
listing month estimate  
send offers to arrive by

### **B150803**

wheat beer  
kristallweizen  
minimum 5.2 percent by volume  
maximum 0.5 litres  
Germany  
If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information.  
the retail price is determined by the offers received  
Premium  
– An esteemed representative of the style in question may be advantageous.  
February 2016  
**17 August 2015**

## **AUGUST**

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin

retail price  
distribution level  
other criteria  
listing month estimate  
send offers to arrive by

### **B150804**

ale  
mild ale  
over 4.7 percent by volume  
glass bottle of maximum 0.5 litres  
Scotland  
If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information.  
the retail price is determined by the offers received  
Premium  
– Traditional shilling-marking on the label may be advantageous.  
February 2016  
**17 August 2015**

## **SEPTEMBER**

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin

retail price  
distribution level  
other criteria  
listing month estimate  
send offers to arrive by

### **B150901**

wheat beer  
hefeweizen  
4.8 - 5.5 percent by volume  
glass bottle of maximum 0.5 litres  
other than Germany  
If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information.  
the retail price is determined by the offers received  
Premium  
– An esteemed representative of the style in question may be advantageous.  
April 2016  
**15 September 2015**

## **OCTOBER**

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin

retail price  
distribution level  
other criteria

listing month estimate  
send offers to arrive by

### **B151001**

lager  
dortmunder/helles  
minimum 5.0 percent by volume  
glass bottle of maximum 0.5 litres  
Germany  
If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information.  
maximum € 7.78 per litre  
Mainstream  
– A renowned brand and/or an esteemed representative of the style in question may be advantageous.  
– Registration in the recycling system may be advantageous.  
May 2016  
**15 October 2015**

**OCTOBER**

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin

retail price  
distribution level  
other criteria  
listing month estimate  
send offers to arrive by

**B151002**

lager  
international  
5.0 - 5.5 percent by volume  
maximum 0.5 litres  
Southern Europe; country of origin to be indicated on the offer  
If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information.  
the retail price is determined by the offers received  
Premium  
– Moderate price may be advantageous.  
April 2016

**15 October 2015****OCTOBER**

search number  
product type  
alcohol content  
container  
country of origin

retail price  
distribution level  
other criteria

listing month estimate  
send offers to arrive by

**B151003**

pils  
4.8 – 5.9 percent by volume  
maximum 0.5 litres  
Great Britain or Ireland  
If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information.  
maximum € 7.78 per litre  
Premium  
– A renowned brand and/or an esteemed representative of the style in question may be advantageous.

May 2016

**15 October 2015****OCTOBER**

search number  
product type  
alcohol content  
container  
country of origin

retail price  
distribution level  
other criteria

listing month estimate  
send offers to arrive by

**B151004**

pils  
5 - 5.5 percent by volume  
maximum 0.5 litres  
Germany  
If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information.  
the retail price is determined by the offers received  
Wide  
– A renowned brand may be advantageous.  
– Moderate price may be advantageous.  
– Registration in the recycling system may be advantageous.

May 2016

**15 October 2016****OCTOBER**

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin

retail price  
distribution level  
other criteria

listing month estimate  
send offers to arrive by

**B151005**

strong lager  
bock/strong lager  
maximum 8 percent by volume  
glass bottle of maximum 0.5 litres  
other than Finland  
If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information.  
the retail price is determined by the offers received  
Mainstream  
– Moderate price may be advantageous.  
– A renowned representative of the style in question may be advantageous.  
– Other than doppelbock type of beer.  
– Registration in the recycling system may be advantageous.

April 2017

**15 October 2015**

## OCTOBER

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin

retail price  
distribution level  
other criteria

listing month estimate  
send offers to arrive by

### B151006

wheat beer  
hefeweizen  
minimum 5.5 percent by volume  
0.5 litres  
Germany

If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information.

maximum € 3.99

Wide Plus

– A renowned brand and/or an esteemed representative of the style in question may be advantageous.

– Registration in the recycling system may be advantageous.

April 2016

**15 October 2015**

## OCTOBER

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin

retail price  
distribution level  
other criteria

listing month estimate  
send offers to arrive by

### B151007

ale  
other than IPA or double IPA  
minimum 5.8 percent by volume  
maximum 0.355 litres  
USA

If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information.

the retail price is determined by the offers received

Premium

– A renowned brand and/or an esteemed representative of the style in question may be advantageous.

May 2016

**15 October 2015**

## NOVEMBER

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin

retail price  
distribution level  
other criteria  
listing month estimate  
send offers to arrive by

### B151101

wheat beer  
witbier  
minimum 5.0 percent by volume  
glass bottle of maximum 0.5 litres  
country of origin not determined; to be indicated on the offer

If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information.

maximum € 9.97 per litre

Premium

– An esteemed representative of the style in question may be advantageous.

May 2016

**16 November 2015**

## NOVEMBER

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin

retail price  
distribution level  
other criteria

listing month estimate  
send offers to arrive by

### B151102

ale  
IPA  
minimum 5.5 percent by volume  
glass bottle of maximum 0.5 litres  
England

If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information.

maximum € 9.78 per litre

Mainstream

– An esteemed representative of the style in question may be advantageous.

– Registration in the recycling system may be advantageous.

June 2016

**16 November 2015**



## NOVEMBER

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin

### B151103

ale  
pale ale  
minimum 4.8 percent by volume  
maximum 0.5 litres  
country of origin not determined; to be indicated on the offer  
If the country of manufacture is other than the country of origin of the brand/  
recipe, the country of manufacture must be indicated on the offer under  
additional information.  
maximum € 8.78 per litre  
Super Premium  
– A renowned brand and/or an esteemed representative of the style in  
question may be advantageous.  
– An organic product may be advantageous.

retail price  
distribution level  
other criteria

listing month estimate  
send offers to arrive by

June 2016

**16 November 2015**

## NOVEMBER

search number  
product type  
alcohol content  
container  
country of origin

### B151104

speciality  
over 4.7 percent by volume  
glass bottle of maximum 0.75 litres  
country of origin not determined; to be indicated on the offer  
If the country of manufacture is other than the country of origin of the  
brand/recipe, the country of manufacture must be indicated on the offer  
under additional information.  
the retail price is determined by the offers received  
Premium  
– Suitability for pairing with food will be advantageous. This must be  
elaborated on the offer under additional information.  
– Country of origin to be indicated on the offer.

retail price  
distribution level  
other criteria

listing month estimate  
send offers to arrive by

June 2016

**16 November 2015**

## SERVICE PRODUCTS

### AUGUST

search number  
product type  
alcohol content  
container  
country of origin

### PB150801

ale; gluten free beer  
over 4.7 percent by volume  
maximum 0.5 litres  
Belgium  
If the country of manufacture is other than the country of origin of the brand/  
recipe, the country of manufacture must be indicated on the offer under  
additional information.  
the retail price is determined by the offers received  
– Moderate price may be advantageous.

retail price  
other criteria  
listing month estimate  
send offers to arrive by

February 2016

**17 August 2015**

### OCTOBER

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin

### PB151001

speciality  
spiced beer  
6 - 8 percent by volume  
maximum 0.5 litres  
Finland  
If the country of manufacture is other than the country of origin of the brand/  
recipe, the country of manufacture must be indicated on the offer under  
additional information.

retail price  
listing month estimate  
send offers to arrive by

the retail price is determined by the offers received  
April 2016

**15 October 2015**

## NOVEMBER

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin

### PB151101

speciality  
saison; micro brewery beer  
5,0 - 7,0 percent by volume  
glass bottle maximum 0.5 litres  
Finland

If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information.

retail price  
listing month estimate  
send offers to arrive by

the retail price is determined by the offers received  
June 2016

**16 November 2015**

## NOVEMBER

search number  
product type  
alcohol content  
container  
country of origin

### PB151102

ale, micro brewery beer  
over 4.7 percent by volume  
maximum 0.5 litres  
Finland

If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information.

retail price  
other criteria

the retail price is determined by the offers received

- An organic product.
- Moderate price may be advantageous.

listing month estimate  
send offers to arrive by

June 2016

**16 November 2015**

## LIMITED AVAILABILITY PRODUCTS

## JULY

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin

### RB150701

stout & porter  
imperial stout  
minimum 8.0 percent by volume  
glass bottle of maximum 0.5 litres  
country of origin not determined; to be indicated on the offer

If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information.

retail price  
availability  
other criteria

the retail price is determined by the offers received

number of bottles to be indicated on the offer

- An esteemed producer may be advantageous.
- Three products may be purchased based on this search. In that case the products will have different listing dates e.g. January-March.

listing month estimate

January 2016

### Selection is scheduled as follows:

by 15 July 2015 offers must be at Alko

Offers must be valid till at least 31 January 2016.

## **JULY**

search number  
product type  
alcohol content  
container  
country of origin

### **RB150702**

top fermented beer; micro brewery beer  
over 4.7 percent by volume  
maximum 0.5 litres  
Estonia

If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information.

retail price  
availability  
other criteria  
listing month estimate

the retail price is determined by the offers received  
number of bottles to be indicated on the offer  
– Moderate price may be advantageous.  
January 2016

### **Selection is scheduled as follows:**

by 15 July 2015 offers must be at Alko  
Offers must be valid till at least 31 January 2016.

## **AUGUST**

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin

### **RB150801**

ale  
IPA  
minimum 5.0 percent by volume  
maximum 0.5 litres  
United States

If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information.

retail price  
availability  
other criteria

the retail price is determined by the offers received  
number of bottles to be indicated on the offer  
– An esteemed representative of the style in question may be advantageous.  
– Two products may be purchased based on this search. In that case the products will have different listing dates e.g. February-March.  
February 2016

### **Selection is scheduled as follows:**

by 17 August 2015 offers must be at Alko  
Offers must be valid till at least 29 February 2016.

## **SEPTEMBER**

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin

### **RB150901**

ale  
trappist; dubbel/brune or abt/quadrupel  
minimum 6.5 percent by volume  
glass bottle maximum 0.75 litres  
Belgium or Holland

If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information.

retail price  
availability  
other criteria

the retail price is determined by the offers received  
number of bottles to be indicated on the offer  
– An esteemed representative of the style in question may be advantageous.  
– Two products may be purchased based on this search. In that case the products will have different listing dates e.g. March-April.  
March 2016

### **Selection is scheduled as follows:**

by 15 September 2015 offers must be at Alko  
Offers must be valid till at least 31 March 2016.

**SEPTEMBER**

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin

**RB150902**

ale  
trappist/abbey style; blonde or tripel  
minimum 6.0 percent by volume  
maximum 0.5 litres  
country of origin not determined; to be indicated on the offer  
If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information.  
maximum € 13.78 per litre  
number of bottles to be indicated on the offer  
– An esteemed representative of the style in question may be advantageous.  
March 2016

retail price  
availability  
other criteria  
listing month estimate

**Selection is scheduled as follows:**

by 15 September 2015 offers must be at Alko  
Offers must be valid till at least 31 March 2016.

**SEPTEMBER**

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin

**RB150903**

ale  
trappist; blonde tai tripel  
over 4.7 percent by volume  
maximum 0.5 litres  
Belgium or Holland  
If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information.  
the retail price is determined by the offers received  
number of bottles to be indicated on the offer  
– An esteemed representative of the style in question may be advantageous.  
March 2016

retail price  
availability  
other criteria  
listing month estimate

**Selection is scheduled as follows:**

by 15 September 2015 offers must be at Alko  
Offers must be valid till at least 31 March 2016.

**SEPTEMBER**

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin

**RB150904**

ale  
IPA  
minimum 5.0 percent by volume  
maximum 0.5 litres  
Nordic countries  
If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information.  
the retail price is determined by the offers received  
number of bottles to be indicated on the offer  
– A renowned brand and/or an esteemed representative of the style in question may be advantageous.  
– Two products may be purchased based on this search. In that case the products will have different listing dates e.g. May-June.  
May 2016

retail price  
availability  
other criteria  
listing month estimate

**Selection is scheduled as follows:**

by 15 September 2015 offers must be at Alko  
Offers must be valid till at least 31 May 2016.

## **OCTOBER**

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin

### **RB151001**

lager  
india pale lager  
minimum 5.0 percent by volume  
maximum 0.5 litres  
country of origin not determined; to be indicated on the offer  
If the country of manufacture is other than the country of origin of the brand/  
recipe, the country of manufacture must be indicated on the offer under  
additional information.  
the retail price is determined by the offers received  
number of bottles to be indicated on the offer  
– An esteemed producer may be advantageous.  
April 2016

#### **Selection is scheduled as follows:**

by 15 October 2015 offers must be at Alko  
Offers must be valid till at least 30 April 2016.

## **DECEMBER**

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin

### **RB151201**

ale  
IPA  
minimum 5.0 percent by volume  
maximum 0.5 litres  
other than USA or Nordic countries  
If the country of manufacture is other than the country of origin of the  
brand/recipe, the country of manufacture must be indicated on the offer  
under additional information.  
the retail price is determined by the offers received  
number of bottles to be indicated on the offer  
– An esteemed representative of the style in question may be advantageous.  
June 2016

#### **Selection is scheduled as follows:**

by 15 December 2015 offers must be at Alko  
Offers must be valid till at least 30 June 2016.

## MAIN PRODUCTS

### OCTOBER

search number  
product type  
alcohol content  
container  
country of origin

#### B151008

oak-aged apple cider; vintage  
minimum 6.0 percent by volume  
maximum 0.5 litres  
England

If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information.

retail price  
distribution level  
listing month estimate  
send offers to arrive by

the retail price is determined by the offers received

Premium

May 2016

**15 October 2015**

### DECEMBER

search number  
product type  
alcohol content  
container  
country of origin

#### B151201

cider: flavoured fruit based  
minimum 7.0 percent by volume  
maximum 0.75 litres  
Finland

If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information.

retail price  
distribution level  
other criteria

the retail price is determined by the offers received

Premium

– Moderate price may be advantageous.

– A well-known brand to Finnish consumers.

– Registration in the recycling system may be advantageous.

listing month estimate  
send offers to arrive by

June 2016

**15 December 2015**

## LIMITED AVAILABILITY PRODUCTS

### SEPTEMBER

search number  
product type  
alcohol content  
container  
country of origin

#### RB150905

apple cider  
minimum 5.0 percent by volume  
glass bottle of maximum 0.75 litres  
Spain

If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information.

retail price  
availability  
other criteria  
listing month estimate

the retail price is determined by the offers received

number of bottles to be indicated on the offer

– An organic product may be advantageous.

March 2016

#### Selection is scheduled as follows:

by 15 September 2015 offers must be at Alko  
Offers must be valid till at least 31 March 2016.

# LONG DRINK

---

## MAIN PRODUCTS

### AUGUST

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin

retail price  
distribution level  
other criteria

listing month estimate  
send offers to arrive by

#### B150805

long drink  
bitter flavoured long drink; ethyl based  
over 4.7 percent by volume  
maximum 0.33 litres  
country of origin not determined; to be indicated on the offer  
If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information.

the retail price is determined by the offers received

Mainstream

- Multipack can also be bought, in this case a separate offer is required.
- Registration in the recycling system may be advantageous.

March 2016

**17 August 2015**

### AUGUST

search number  
product type  
alcohol content  
container  
country of origin

retail price  
distribution level  
other criteria

listing month estimate  
send offers to arrive by

#### B150806

long drink; berry-flavoured  
over 4.7 percent by volume  
maximum 0.33-litre can  
Finland

If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information.

the retail price is determined by the offers received

Wide

- Moderate price may be advantageous.
- A multipack can also be purchased, in which case a separate offer is required.
- Registration in the recycling system may be advantageous.

April 2016

**17 August 2015**

### SEPTEMBER

search number  
product type  
alcohol content  
container  
country of origin

retail price  
distribution level  
other criteria

listing month estimate  
send offers to arrive by

#### B150902

long drink; berry flavoured  
minimum 7.0 percent by volume  
maximum 0.75 litres  
Finland

If the country of manufacture is other than the country of origin of the brand/recipe, the country of manufacture must be indicated on the offer under additional information.

the retail price is determined by the offers received

Mainstream

- Moderate price may be advantageous.
- Registration in the recycling system may be advantageous.

May 2016

**15 September 2015**

# WINES

## SUMMARY OF PRODUCT SEARCHES

Search month	Search number	Beverage type	Country
July	W150701	red wine	Argentina
	W150702	white wine	Australia
	W150703	non-alcoholic wine	Australia, Spain
	W150704	red wine	Spain
	W150705	red wine	South Africa
	W150706	red wine	Italy
	W150707	red wine	Portugal
	W150708	red wine	France
	W150709	red wine	France
	W150710	red wine	France
	W150711	red wine	France
	W150712	red wine	France
	W150713	white wine	France
	W150714	champagne	France
	W150715	white wine	Germany
	W150716	white wine	New Zealand
	PW150701	non-alcoholic white wine	Belgium or Germany
	PW150702	non-alcoholic red wine	Belgium, Germany
	PW150703	non-alcoholic sparkling grape juice	Italy
	PW150704	Non-alcoholic grape juice	Austria
	PW150705	non-alcoholic juice	Sweden, Finland
	RW150701	red wine	Chile
	RW150702	red wine	Chile
	RW150703	sparkling wine or sparkling rosé wine	England
	RW150704	red wine	Spain
	RW150705	red wine	Greece
August	W150801	rosé wine	Australia
	W150802	red wine	Chile
	W150803	sparkling rosé wine	Spain
	W150804	red wine	South Africa
	W150805	red wine	Italy
	W150806	red wine	Hungary
	W150807	red wine	New Zealand
	W150808	red wine	United States
	PW150801	red wine	Argentina
	PW150802	sake	Japan
	PW150803	red wine	France
	RW150801	white wine	Australia
	RW150802	sparkling wine	Australia
	RW150803	sparkling wine	Spain
	RW150804	white wine	Austria
	RW150805	red wine	Portugal
	RW150806	white wine	France
	RW150807	red wine	PGermany



Search month	Search number	Beverage type	Country
September	W150901	white wine	Argentina
	W150902	red wine	Chile
	W150903	white wine	Spain
	W150904	white wine	South Africa
	W150905	red wine	South Africa
	W150906	red wine	Italy
	W150907	red wine	Portugal
	W150908	sparkling wine	France
	W150909	rosé wine	Germany
	W150910	white wine	United States
	PW150901	white wine	Italy
	RW150901	sparkling wine	Chile
	RW150902	red wine	Spain
	RW150903	white wine	South Africa
	RW150904	sparkling wine	Italy
	RW150905	red wine	Italy
	RW150906	red wine	Italy
	RW150907	red wine	Austria
	RW150908	sake	Japan
	RW150909	red wine	France
	RW150910	red wine	United States
	RW150911	white wine	United States
October	W151001	red wine	Argentina
	W151002	sparkling wine	Australia
	W151003	white wine	Australia
	W151004	aromatized wine	Spain
	W151005	rosé wine	Spain
	W151006	red wine	South Africa
	W151007	sparkling wine	Italy
	W151009	white wine	Germany
	W151010	white wine	Germany
	W151011	white wine	Germany
	W151012	white wine	United States
	PW151001	red wine	Moldova
	RW151001	white wine	Italy
	RW151002	sake	Japan
	RW151003	red wine	Canada
	RW151004	white wine	Canada
	RW151005	white wine	France
	RW151006	white wine	New Zealand
	RW151007	white wine	United States
November	W151101	red wine	Australia
	W151102	white wine	Bulgaria
	W151103	white wine	Chile
	W151104	white wine	South Africa
	W151105	sparkling wine	Italy
	W151106	white wine	Italy
	W151107	red wine	Portugal
	W151108	rosé champagne	France

Search month	Search number	Beverage type	Country
November	PW151101	white wine	Spain
	RW151101	red wine	Argentina
	RW151102	red wine	Australia
	RW151103	white wine	Germany
	RW151104	white wine	Germany
December	W151201	white wine	Austria
	PW151201	red wine	Croatia
	PW151202	white wine	Romania
	RW151201	white wine	Spain
	RW151202	white wine	Spain
	RW151203	white wine	Italy
	RW151204	white wine	France

## ARGENTINA

### MAIN PRODUCTS

#### JULY

search number  
product type  
container  
taste style  
vintage  
retail price  
distribution level  
other criteria

#### W150701

red wine  
0.75-litre bottle  
robust & powerful  
vintage wine  
maximum € 9.79  
Mainstream

- The grape variety or varieties and their proportions must be indicated on the offer under additional information.
- Region of production must be indicated on the offer under additional information and on the label.
- Vintage must be indicated on the offer under additional information and on the label.
- An image of the product must be attached to the offer.
- Screw cap closure.
- A renowned brand for the Finnish consumer may be advantageous.
- Taste profile must be indicated on the offer under additional information.
- A lightweight bottle (max. 420 g) may be advantageous. In that case the weight of the empty bottle must be indicated on the offer under additional information.
- Registration in the recycling system may be advantageous.

listing month estimate

February 2016

## SEPTEMBER

search number  
product type  
supplementary type  
container  
taste style  
retail price  
distribution level  
other criteria

### W150901

white wine  
medium dry  
1.5-litre wine pouch  
mellow & sweet  
maximum € 14,90  
Wide

- The grape variety or varieties and their proportions must be indicated on the offer under additional information.
- Sugar content (g/l) and total acidity in tartaric acid (g/l) must be indicated on the offer under additional information.
- Organic wine may be advantageous.
- An image of the product must be attached to the offer.
- Moderate price may be advantageous.

listing month estimate

May 2016

## OCTOBER

search number  
product type  
container  
region of production  
taste style  
vintage  
retail price  
distribution level  
other criteria

### W151001

red wine  
0.75-litre bottle  
Salta  
luscious & jammy or robust & powerful  
vintage wine  
maximum € 13.90  
Premium

- The region of production must be indicated on the offer under additional information and on the label.
- The grape variety or varieties and their proportions must be indicated on the offer under additional information.
- Vintage must be indicated on the offer under additional information and on the label.
- An image of the product must be attached to the offer.

listing month estimate

April 2016

## SERVICE PRODUCTS

## AUGUST

search number  
product type  
container  
region of production  
vintage  
retail price  
availability  
other criteria

### PW150801

red wine  
0.75-litre bottle  
Uco Valley  
vintage wine  
maximum € 29.90

- minimum 1200 bottles/year; number of bottles to be indicated on the offer
- A blend of two or more grape varieties.
  - Grape varieties and their proportions must be indicated on the offer under additional information.
  - Oaked. The duration of oaking must be indicated on the offer under additional information.
  - The region of production must be indicated on the offer under additional information and on the label.
  - Vintage must be indicated on the offer under additional information and on the label.
  - An image of the product must be attached to the offer.

listing month estimate

March 2016

## LIMITED AVAILABILITY PRODUCTS

### NOVEMBER

search number	<b>RW151101</b>
product type	red wine
container	0.75-litre bottle
retail price	the retail price is determined by the offers received
availability	number of bottles to be indicated on the offer
other criteria	<ul style="list-style-type: none"><li>– Biodynamic wine. Biodynamic certification must be attached to the offer. Certification must appear on the label.</li><li>– The grape variety or varieties and their proportions must be indicated on the offer under additional information.</li><li>– Region of production must be indicated on the offer under additional information and on the label.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	May 2016

#### Selection is scheduled as follows:

by 16 November 2015 offers must be at Alko  
Offers must be valid till at least 31 May 2016.

## AUSTRALIA

---

### MAIN PRODUCTS

#### JULY

search number	<b>W150702</b>
product type	white wine
supplementary type	dry or medium dry; maximum sugar amount 12 g/l
container	0.75-litre bottle
region of production	South Eastern Australia
taste style	smooth & light or crisp & fruity
vintage	vintage wine
retail price	maximum € 6.99
distribution level	Wide Plus
other criteria	<ul style="list-style-type: none"><li>– A blend of two or more grape varieties, one of which must be Semillon.</li><li>– The grape varieties and their proportions must be indicated on the offer under additional information.</li><li>– Region of production must be indicated on the offer under additional information and on the label</li><li>– A possible more accurate region of production may be advantageous and must then be indicated on the offer under additional information and on the label.</li><li>– A lightweight bottle (max. 420 g) may be advantageous. In that case the weight of the empty bottle must be indicated on the offer under additional information.</li><li>– Registration in the recycling system may be advantageous.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	February 2016

#### AUGUST

search number	<b>W150801</b>
product type	rosé wine
supplementary type	medium dry
container	1-litre package made of liquid packaging board
region of production	South Eastern Australia
retail price	maximum € 8.99
distribution level	Wide
other criteria	<ul style="list-style-type: none"><li>– Grape variety Shiraz.</li><li>– The grape variety must appear on the package.</li><li>– Sugar content (g/l) must be indicated on the offer under additional information.</li><li>– Vintage must appear on the package.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	March 2016

#### OCTOBER

search number  
product type  
supplementary type  
container  
region of production  
retail price  
distribution level  
other criteria

listing month estimate

#### **W151002**

sparkling wine  
maximum amount of sugar 17 g/l  
0.75-litre bottle  
South Eastern Australia  
maximum € 13.90  
Premium  
– Blend of Pinot Noir and Chardonnay. Their proportions must be indicated on the offer under additional information. The grape varieties must appear on the label.  
– The region of production or possible subregions must be indicated on the offer under additional information.  
– An image of the product must be attached to the offer.  
May 2016

### **OCTOBER**

search number  
product type  
supplementary type  
container  
region of production  
taste style  
vintage  
retail price  
distribution level  
other criteria

listing month estimate

#### **W151003**

white wine  
dry  
2-litre bag-in-box  
South Eastern Australia  
generous & toasty  
vintage wine  
maximum € 24.90  
Premium  
– Grape variety Chardonnay.  
– Oaked. The duration of oak aging must be indicated on the offer under additional information.  
– A more accurate sub-region may be advantageous. Such possible sub-region must be indicated on the offer under additional information and on the package.  
– Vintage must be indicated on the product package.  
– An image of the product must be attached to the offer.  
May 2016

### **NOVEMBER**

search number  
product type  
container  
region of production  
taste style  
retail price  
distribution level  
other criteria

listing month estimate

#### **W151101**

red wine  
0.75-litre bottle  
Barossa  
luscious & jammy or robust & powerful  
maximum € 18.90  
Premium  
– Grape variety Shiraz. The grape variety must appear on the label.  
– The wine must be aged in oak cask. Duration of oak cask ageing must be indicated on the offer under additional information.  
– A renowned producer may be advantageous.  
– An image of the product must be attached to the offer.  
June 2016

## LIMITED AVAILABILITY PRODUCTS

### AUGUST

search number	<b>RW150801</b>
product type	white wine
supplementary type	dry
container	0.75-litre bottle
region of production	Yarra Valley
vintage	vintage wine
retail price	maximum € 29.90
availability	minimum 600 bottles; number of bottles to be indicated on the offer
other criteria	<ul style="list-style-type: none"><li>– Grape variety Chardonnay.</li><li>– The wine must be oaked. The duration of oaking must be indicated on the offer under additional information.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	March 2016

#### Selection is scheduled as follows:

by 17 August 2015 offers must be at Alko  
Offers must be valid till at least 31 March 2016.

### AUGUST

search number	<b>RW150802</b>
product type	sparkling wine
container	0.75-litre bottle
region of production	Tasmania
retail price	maximum € 34.90
availability	minimum 600 bottles; number of bottles to be indicated on the offer
other criteria	<ul style="list-style-type: none"><li>– Sparkling wine produced with traditional method.</li><li>– The grape variety or varieties and their proportions must be indicated on the offer under additional information.</li><li>– Sweetness level must be indicated on the offer under additional information.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	March 2016

#### Selection is scheduled as follows:

by 17 August 2015 offers must be at Alko  
Offers must be valid till at least 31 March 2016.

### NOVEMBER

search number	<b>RW151102</b>
product type	red wine
container	0.75-litre bottle
region of production	McLaren Vale
vintage	vintage wine
retail price	maximum € 39.90
availability	minimum 600 bottles; number of bottles to be indicated on the offer
other criteria	<ul style="list-style-type: none"><li>– Grape variety Shiraz.</li><li>– The wine must be aged in oak cask. The oak cask ageing must be indicated on the offer under additional information.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	June 2016

#### Selection is scheduled as follows:

by 16 November 2015 offers must be at Alko  
Offers must be valid till at least 30 June 2016.

# AUSTRALIA OR SPAIN

---

## MAIN PRODUCTS

### JULY

search number	<b>W150703</b>
product type	non-alcoholic rose wine
alcohol content	maximum 0,5 percent by volume
container	maximum 0.75 litre bottle
retail price	maximum € 14 per litre
other criteria	<ul style="list-style-type: none"><li>– Grape variety or varieties and their proportions must be indicated on the offer under additional information and on the label.</li><li>– Production process should be explained on the offer under additional information.</li><li>– Sugar content (g/l) must be indicated on the offer under additional information.</li><li>– Moderate price per litre may be advantageous.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	January 2016

# AUSTRIA

---

## MAIN PRODUCTS

### DECEMBER

search number	<b>W151201</b>
product type	white wine
supplementary type	dry
container	0.375-litre bottle
region of production	Niederösterreich
taste style	crisp & fruity or nuanced & structured
vintage	vintage wine
retail price	maximum € 7.99
distribution level	Premium
other criteria	<ul style="list-style-type: none"><li>– Grape variety Riesling.</li><li>– The region of production and the classification of the wine must be indicated on the offer under additional information.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	June 2016

## SERVICE PRODUCTS

### JULY

search number	<b>PW150704</b>
product type	Non-alcoholic grape juice
alcohol content	0 percent by volume
container	0.75-litre glass bottle
retail price	the retail price is determined by the offers received
availability	minimum 1200 bottles/year; number of bottles to be indicated on the offer
other criteria	<ul style="list-style-type: none"><li>– Juice made of single grape variety.</li><li>– The grape variety must be indicated on the offer under additional information and on the label.</li><li>– The grape variety must appear on the label.</li><li>– The region of production must be indicated on the offer under additional information.</li><li>– Vintage must appear on the label.</li><li>– Product must be offered in a wine bottle shaped package.</li><li>– A moderate price may be advantageous.</li><li>– An organic product may be advantageous.</li><li>– The product must be able to be stored at room temperature.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	January 2016

## LIMITED AVAILABILITY PRODUCTS

### AUGUST

search number	<b>RW150804</b>
product type	white wine
supplementary type	dry
container	0.75-litre bottle
region of production	Kremstal or Wachau
retail price	maximum € 24.90
availability	minimum 600 bottles; number of bottles to be indicated on the offer
other criteria	<ul style="list-style-type: none"><li>– Grape variety Grüner Veltliner.</li><li>– Single vineyard wine. The name of the vineyard must be indicated on the offer under additional information and on the label.</li><li>– The region of production and the classification of the wine must be indicated on the offer under additional information.</li><li>– Only one vintage per wine can be offered.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	February 2016

#### Selection is scheduled as follows:

by 17 August 2015 offers must be at Alko  
Offers must be valid till at least 29 February 2016.

### SEPTEMBER

search number	<b>RW150907</b>
product type	red wine
container	0.75-litre bottle
region of production	Niederösterreich
retail price	maximum € 19.90
other criteria	<ul style="list-style-type: none"><li>– Grape variety Blauburgunder/Pinot Noir.</li><li>– The region of production and the classification of the wine must be indicated on the offer under additional information.</li><li>– Use of oak or lack of its use must be indicated on the offer under additional information.</li><li>– Only one vintage per wine can be offered.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	March 2016

#### Selection is scheduled as follows:

by 15 September 2015 offers must be at Alko  
Offers must be valid till at least 31 March 2016.



## SERVICE PRODUCTS

### JULY

search number  
product type  
supplementary type  
alcohol content  
container  
retail price  
availability  
other criteria

#### PW150701

non-alcoholic white wine  
maximum sugar amount 50 g/l  
maximum 0,5 percent by volume  
maximum 0.25-litre bottle  
maximum € 11,60 per litre  
minimum 5000 bottles/year; number of bottles to be indicated on the offer  
– Single varietal wine. The variety must be indicated on the offer under additional information.  
– The grape variety must appear on the label/package.  
– The country of origin must be mentioned on the offer.  
– Moderate price per litre may be advantageous.  
– Sugar content (g/l) must be indicated on the offer under additional information.  
– Screw cap closure.  
– The production process must be explained on the offer under additional information.  
– Only one bottle size per product can be offered.  
– An image of the product must be attached to the offer.  
listing month estimate January 2016

### JULY

search number  
product type  
supplementary type  
alcohol content  
container  
retail price  
availability  
other criteria

#### PW150702

non-alcoholic red wine  
maximum sugar amount 50 g/l  
maximum 0,5 percent by volume  
maximum 0.25-litre bottle  
maximum € 11,60 per litre  
minimum 5000 bottles/year; number of bottles to be indicated on the offer  
– Single varietal wine. The variety must be indicated on the offer under additional information.  
– The grape variety must appear on the label.  
– The country of origin must be mentioned on the offer.  
– Moderate price per litre may be advantageous.  
– Sugar content (g/l) must be indicated on the offer under additional information.  
– Screw cap closure.  
– The production process must be explained on the offer under additional information.  
– Only one bottle size per product can be offered.  
– An image of the product must be attached to the offer.  
listing month estimate January 2016

## MAIN PRODUCTS

### NOVEMBER

search number	<b>W151102</b>
product type	white wine
supplementary type	dry
container	0.75-litre bottle
taste style	crisp & fruity or nuanced & structured
vintage	vintage wine
retail price	maximum € 8.99
distribution level	Premium
other criteria	<ul style="list-style-type: none"><li>- A blend of three grape varieties including Sauvignon Blanc and Semillon. The proportion of Sauvignon Blanc must be minimum 50%.</li><li>- The grape varieties and their proportions must be indicated on the offer under additional information.</li><li>- The grape varieties must appear on the label.</li><li>- Screw cap closure.</li><li>- The vintage must appear on the label.</li><li>- A wine bottled in its country of origin may be advantageous.</li><li>- A lightweight bottle (max. 420 g) may be advantageous. In that case the weight of the empty bottle must be indicated on the offer under additional information.</li><li>- Registration in the recycling system may be advantageous.</li><li>- An image of the product must be attached to the offer.</li></ul>
listing month estimate	May 2016

## CANADA

---

## LIMITED AVAILABILITY PRODUCTS

### OCTOBER

search number	<b>RW151003</b>
product type	red wine
container	0.75-litre bottle
retail price	maximum € 29.90
availability	minimum 600 bottles; number of bottles to be indicated on the offer
other criteria	<ul style="list-style-type: none"><li>- Grape variety Pinot Noir.</li><li>- The region of production and the classification of the wine must be indicated on the offer under additional information and on the label.</li><li>- An image of the product must be attached to the offer.</li></ul>
listing month estimate	May 2016

#### Selection is scheduled as follows:

by 15 October 2015 offers must be at Alko  
Offers must be valid till at least 31 May 2016.

## OCTOBER

search number  
product type  
container  
vintage  
retail price  
availability  
other criteria

### RW151004

white wine  
0.75-litre bottle  
to be indicated on the offer under additional information  
maximum € 24.90  
minimum 600 bottles; number of bottles to be indicated on the offer

- Grape variety Riesling.
- The region of production and the classification of the wine must be indicated on the offer under additional information.
- Sugar content (g/l) must be indicated on the offer under additional information and on the label.
- An image of the product must be attached to the offer.

listing month estimate      May 2016

### Selection is scheduled as follows:

by 15 October 2015 offers must be at Alko  
Offers must be valid till at least 31 May 2016.

## CHILE

---

### MAIN PRODUCTS

#### AUGUST

search number  
product type  
container  
taste style  
vintage  
retail price  
distribution level  
other criteria

### W150802

red wine  
1.5-litre glass bottle  
luscious & jammy or robust & powerful  
vintage wine  
maximum € 29.90  
Premium

- New product in the selection, not on additional bottle size of existing listing.
- Vintage must be indicated on the offer under additional information and on the label.
- Region of production must be indicated on the offer under additional information and on the label.
- A renowned brand for the Finnish consumer may be advantageous.
- Organic wine may be advantageous.
- An image of the product must be attached to the offer.

listing month estimate      March 2016

#### SEPTEMBER

search number  
product type  
container  
taste style  
vintage  
retail price  
distribution level  
other criteria

### W150902

red wine  
3-litre bag-in-box  
robust & powerful  
vintage wine  
maximum € 34.50  
Premium

- A product from a producer currently included in Alko's general selection.
- New product in the selection, not on additional bottle size of existing listing.
- Region of production must be indicated on the offer under additional information and on the package.
- The grape variety or varieties and their proportions must be indicated on the offer under additional information.
- The grape varieties must appear on the package.
- Taste profile must be indicated on the offer under additional information.
- The vintage must be mentioned on the offer under additional information and on the package.
- Organic wine may be advantageous.
- An image of the product must be attached to the offer.

listing month estimate      April 2016

## NOVEMBER

search number  
product type  
supplementary type  
container  
taste style  
vintage  
retail price  
distribution level  
other criteria

### W151103

white wine  
dry  
1-litre recyclable plastic bottle  
smooth & light  
vintage wine  
maximum € 9.49  
Mainstream

- The grape variety or varieties and their proportions must be indicated on the offer under additional information.
- Sugar content (g/l) and total acidity in tartaric acid (g/l) must be indicated on the offer under additional information.
- An organic wine may be advantageous.
- A renowned brand for the Finnish consumer may be advantageous.
- The vintage must be mentioned on the offer under additional information and on the label.
- An image of the product must be attached to the offer.

listing month estimate

June 2016

## LIMITED AVAILABILITY PRODUCTS

### JULY

search number  
product type  
supplementary type  
container  
region of production  
vintage  
retail price  
availability  
other criteria

### RW150701

red wine  
organic wine  
0.75-litre bottle  
Colchagua Valley  
vintage wine  
maximum € 29.90

- minimum 600 bottles; number of bottles to be indicated on the offer
- The grape variety or varieties and their proportions must be indicated on the offer under additional information.
  - Region of production must be mentioned on the offer under additional information and on the label.
  - An image of the product must be attached to the offer.

listing month estimate

February 2016

#### Selection is scheduled as follows:

by 15 July 2015 offers must be at Alko  
Offers must be valid till at least 29 February 2016.

### JULY

search number  
product type  
container  
region of production  
vintage  
retail price  
availability  
other criteria

### RW150702

red wine  
0.75-litre bottle  
Maipo  
vintage wine  
maximum € 29.90

- minimum 600 bottles; number of bottles to be indicated on the offer
- The grape variety or varieties and their proportions must be indicated on the offer under additional information.
  - Region of production must be mentioned on the offer under additional information and on the label.
  - An image of the product must be attached to the offer.

listing month estimate

February 2016

#### Selection is scheduled as follows:

by 15 July 2015 offers must be at Alko  
Offers must be valid till at least 29 February 2016.

## SEPTEMBER

search number	<b>RW150901</b>
product type	sparkling wine
supplementary type	brut or extra brut
container	0.75-litre bottle
retail price	maximum € 19.90
availability	minimum 1200 bottles; number of bottles to be indicated on the offer
other criteria	<ul style="list-style-type: none"><li>– Gift box may be advantageous.</li><li>– A renowned brand and/or an esteemed representative of the style in question may be advantageous.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	April 2016

### Selection is scheduled as follows:

by 15 September 2015 offers must be at Alko

Offers must be valid till at least 30 April 2016.

## CROATIA

---

### SERVICE PRODUCTS

## DECEMBER

search number	<b>PW151201</b>
product type	red wine
container	0.75-litre bottle
vintage	vintage wine
retail price	maximum € 14.90
availability	minimum 1200 bottles/year; number of bottles to be indicated on the offer
other criteria	<ul style="list-style-type: none"><li>– Grape variety Plavac Mali.</li><li>– The region of production must be indicated on the offer under additional information.</li><li>– The grape variety must appear on the label.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	June 2016

## ENGLAND

---

### LIMITED AVAILABILITY PRODUCTS

## JULY

search number	<b>RW150703</b>
product type	sparkling wine or sparkling rosé wine
supplementary type	brut
container	0.75-litre bottle
retail price	maximum € 34.90
availability	minimum 800 bottles; number of bottles to be indicated on the offer
distribution level	Premium
other criteria	<ul style="list-style-type: none"><li>– Sparkling wine produced with traditional method.</li><li>– Grape variety or varieties and their proportions must be indicated on the offer under additional information.</li><li>– Two products may be purchased based on this search. If more than one product is purchased based on this search, they will have different listing dates.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	January 2016

### Selection is scheduled as follows:

by 15 July 2015 offers must be at Alko

Offers must be valid till at least 31 January 2016.

## MAIN PRODUCTS

### JULY

search number  
product type  
container  
region of production  
taste style  
vintage  
retail price  
distribution level  
other criteria

#### W150708

red wine  
0.75-litre bottle  
Bordeaux  
luscious & jammy or nuanced & developed  
vintage wine  
maximum € 9.99  
Wide

- Only one product per offeror can be offered to this search.
- Other classification than AC Bordeaux or AC Médoc may be advantageous.
- The classification must be indicated on the offer under additional information and on the label.
- Screw cap closure.
- The grape variety or varieties and their proportions must be indicated on the offer under additional information.
- Mentioning the grape variety or varieties on the (back) label may be advantageous.
- A lightweight bottle (max. 420 g) may be advantageous. In that case the weight of the empty bottle must be indicated on the offer under additional information.
- An image of the product must be attached to the offer.
- The vintage must be indicated on the offer under additional information and on the label.
- Registration in the recycling system may be advantageous.

listing month estimate  
January 2016

### JULY

search number  
product type  
supplementary type  
container  
region of production  
taste style  
vintage  
retail price  
distribution level  
other criteria

#### W150709

red wine  
organic wine  
0.75-litre bottle  
Bordeaux  
luscious & jammy or nuanced & developed  
vintage wine  
maximum € 12.90  
Mainstream

- The classification must be indicated on the offer under additional information and on the label.
- Screw cap closure may be advantageous.
- The grape variety or varieties and their proportions must be indicated on the offer under additional information.
- Mentioning the grape variety or varieties on the (back) label may be advantageous.
- The vintage must be indicated on the offer under additional information and on the label.
- A lightweight bottle (max. 420 g) may be advantageous. In that case the weight of the empty bottle must be indicated on the offer under additional information.
- Registration in the recycling system may be advantageous.
- An image of the product must be attached to the offer.

listing month estimate  
January 2016

**JULY**

search number  
product type  
container  
region of production  
taste style  
vintage  
retail price  
distribution level  
other criteria

**W150710**

red wine  
0.75-litre bottle  
Médoc  
luscious & jammy or nuanced & developed  
vintage wine  
maximum € 14.90  
Premium  
– Other classification than AC Médoc may be advantageous.  
– The classification must be indicated on the offer under additional information and on the label.  
– Screw cap closure may be advantageous.  
– Organic wine may be advantageous.  
– The grape variety or varieties and their proportions must be indicated on the offer under additional information.  
– Mentioning the grape variety or varieties on the (back) label may be advantageous.  
– The vintage must be indicated on the offer under additional information and on the label.  
– An image of the product must be attached to the offer.

listing month estimate

January 2016

**JULY**

search number  
product type  
container  
region of production  
taste style  
vintage  
retail price  
distribution level  
other criteria

**W150711**

red wine  
0.75-litre bottle  
AC Graves  
luscious & jammy or nuanced & developed  
vintage wine  
maximum € 19.90  
Premium  
– The classification must be indicated on the offer under additional information and on the label.  
– The grape variety or varieties and their proportions must be indicated on the offer under additional information.  
– Mentioning the grape variety or varieties on the (back) label may be advantageous.  
– The vintage must be indicated on the offer under additional information and on the label.  
– An image of the product must be attached to the offer.

listing month estimate

February 2016

**JULY**

search number  
product type  
container  
taste style  
vintage  
retail price  
distribution level  
other criteria

**W150712**

red wine  
3-litre bag-in-box  
smooth & fruity  
vintage wine  
maximum € 29.90  
Wide Plus  
– Only one product per offeror can be offered to this search.  
– The grape variety or varieties and their proportions must be indicated on the offer under additional information.  
– The grape variety or varieties must be indicated on the package.  
– Sugar content 7g/l - 20g/l. Sugar content (g/l) must be indicated on the offer under additional information.  
– Taste profile must be indicated on the offer under additional information.  
– New product in our selection, not an additional bottle size of existing listing.  
– A renowned brand for the Finnish consumer may be advantageous.  
– An organic wine may be advantageous.  
– The vintage must be mentioned on the offer under additional information and on the packaging.  
– An image of the product must be attached to the offer.

listing month estimate

January 2016

## **JULY**

search number  
product type  
supplementary type  
container  
region of production  
taste style  
vintage  
retail price  
distribution level  
other criteria

listing month estimate

### **W150713**

white wine  
dry  
0.75-litre bottle  
AC Limoux  
generous & toasty  
vintage wine  
maximum € 19.90  
Premium

- Oaked. The duration of oaking must be indicated on the offer under additional information.
  - The vintage must be mentioned on the offer under additional information and on the label.
  - An image of the product must be attached to the offer.
- January 2016

## **JULY**

search number  
product type  
supplementary type  
container  
region of production  
retail price  
distribution level  
other criteria  
listing month estimate

### **W150714**

champagne  
brut  
0.2-litre bottle  
AC Champagne  
maximum € 9.99  
Premium

- An image of the product must be attached to the offer.
- January 2016

## **SEPTEMBER**

search number  
product type  
supplementary type  
container  
region of production  
retail price  
distribution level  
other criteria  
listing month estimate

### **W150908**

organic sparkling wine  
brut  
0.75-litre bottle  
AC Crémant de Bourgogne  
maximum € 17.90  
Premium

- An image of the product must be attached to the offer.
- March 2016

## **NOVEMBER**

search number  
product type  
supplementary type  
container  
region of production  
retail price  
distribution level  
other criteria  
listing month estimate

### **W151108**

rosé champagne  
brut  
0.75-litre bottle  
AC Champagne  
maximum € 29.90  
Super Premium

- An image of the product must be attached to the offer.
- May 2016



## SERVICE PRODUCTS

### AUGUST

search number	<b>PW150803</b>
product type	red wine
container	0.75-litre bottle
region of production	AC Sancerre
retail price	maximum € 24.90
availability	minimum 1200 bottles/year; number of bottles to be indicated on the offer
other criteria	– An image of the product must be attached to the offer.
listing month estimate	February 2016

## LIMITED AVAILABILITY PRODUCTS

### AUGUST

search number	<b>RW150806</b>
product type	white wine
supplementary type	dry
container	0.75-litre bottle
region of production	AC Graves
vintage	2014
retail price	maximum € 19.90
availability	minimum 2400 bottles; number of bottles to be indicated on the offer
other criteria	– The classification must be mentioned on the offer under additional information and on the label. – The grape variety or varieties and their proportions must be indicated on the offer under additional information. – Mentioning the grape varieties on the (back) label may be advantageous. – The vintage must be mentioned on the offer under additional information and on the label. – An image of the product must be attached to the offer.
listing month estimate	February 2016

#### Selection is scheduled as follows:

by 17 August 2015 offers must be at Alko  
Offers must be valid till at least 29 February 2016.

### SEPTEMBER

search number	<b>RW150909</b>
product type	red wine
container	0.75-litre bottle
region of production	AC Hermitage
vintage	vintage wine
retail price	maximum € 49.90
availability	minimum 360 bottles; number of bottles to be indicated on the offer
other criteria	– Gift box may be advantageous. – Only one vintage per wine can be offered. – An image of the product must be attached to the offer.
listing month estimate	March 2016

#### Selection is scheduled as follows:

by 15 September 2015 offers must be at Alko  
Offers must be valid till at least 31 March 2016.

## OCTOBER

search number	<b>RW151005</b>
product type	white wine
supplementary type	dry
container	0.75-litre bottle
region of production	Meursault
vintage	vintage wine
retail price	maximum € 54.90
availability	minimum 480 bottles; number of bottles to be indicated on the offer
other criteria	<ul style="list-style-type: none"><li>– The vintage must be mentioned on the offer under additional information and on the label.</li><li>– Only one vintage per wine can be offered.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	April 2016

### Selection is scheduled as follows:

by 15 October 2015 offers must be at Alko  
Offers must be valid till at least 30 April 2016.

## DECEMBER

search number	<b>RW151204</b>
product type	white wine
supplementary type	dry
container	0.75-litre bottle
region of production	Chassagne-Montrachet
vintage	vintage wine
retail price	maximum € 44.90
availability	minimum 480 bottles; number of bottles to be indicated on the offer
other criteria	<ul style="list-style-type: none"><li>– The vintage must be mentioned on the offer under additional information and on the label.</li><li>– Only one vintage per wine can be offered.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	June 2016

### Selection is scheduled as follows:

by 15 December 2015 offers must be at Alko  
Offers must be valid till at least 30 June 2016.

# GERMANY

---

## MAIN PRODUCTS

## JULY

search number	<b>W150715</b>
product type	white wine
supplementary type	medium sweet organic wine
container	0.75-litre bottle
region of production	Rheinhessen
taste style	mellow & sweet or crisp & fruity
retail price	maximum € 8.99
distribution level	Wide
other criteria	<ul style="list-style-type: none"><li>– Grape variety Müller Thurgau (100 %).</li><li>– The grape variety must appear on the label.</li><li>– A wine suitable for vegans. This must be indicated on the label.</li><li>– Screw cap closure.</li><li>– Sugar content (g/l) and total acidity in tartaric acid (g/l) must be indicated on the offer under additional information.</li><li>– A lightweight bottle (max. 420 g) may be advantageous. In that case the weight of the empty bottle must be indicated on the offer under additional information.</li><li>– Registration in the recycling system may be advantageous.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	January 2016

## SEPTEMBER

search number  
product type  
supplementary type  
container  
region of production  
vintage  
retail price  
distribution level  
other criteria  
  
listing month estimate

### W150909

rosé wine  
dry  
0.75-litre bottle  
Pfalz  
vintage wine  
maximum € 13.90  
Premium  
– Grape variety Spätburgunder/Pinot Noir (100 %).  
– Screw cap closure.  
– An image of the product must be attached to the offer.  
March 2016

## OCTOBER

search number  
product type  
supplementary type  
container  
region of production  
taste style  
vintage  
retail price  
distribution level  
other criteria  
  
listing month estimate

### W151009

white wine  
dry or medium dry; maximum sugar amount 9 g/l  
0.75-litre bottle  
Mosel  
crisp & fruity or nuanced & structured  
vintage wine  
maximum € 11.90  
Mainstream  
– Grape variety Riesling.  
– Sugar content (g/l) and total acidity in tartaric acid (g/l) must be indicated on the offer under additional information.  
– A lightweight bottle (max. 420 g) may be advantageous. In that case the weight of the empty bottle must be indicated on the offer under additional information.  
– Registration in the recycling system may be advantageous.  
– An image of the product must be attached to the offer.  
April 2016

## OCTOBER

search number  
product type  
supplementary type  
container  
region of production  
taste style  
retail price  
distribution level  
other criteria  
  
listing month estimate

### W151010

white wine  
dry or medium dry; maximum sugar amount 18 g/l  
0.75-litre bottle  
Mosel  
crisp & fruity or nuanced & structured  
maximum € 17.90  
Premium  
– Grape variety Riesling.  
– Sugar content (g/l) and total acidity in tartaric acid (g/l) must be indicated on the offer under additional information.  
– An organic wine may be advantageous.  
– An image of the product must be attached to the offer.  
April 2016

## OCTOBER

search number  
product type  
supplementary type  
container  
region of production  
taste style  
retail price  
distribution level  
other criteria  
  
listing month estimate

### W151011

white wine  
medium sweet  
0.75-litre bottle  
Rheingau  
crisp & fruity  
maximum € 13,90  
Premium  
– Grape variety Riesling.  
– Sugar content (g/l) and total acidity in tartaric acid (g/l) must be indicated on the offer under additional information.  
– An organic wine may be advantageous.  
– Screw cap closure.  
– An image of the product must be attached to the offer.  
April 2016

## LIMITED AVAILABILITY PRODUCTS

### AUGUST

search number	<b>RW150807</b>
product type	red wine
container	0.75-litre bottle
region of production	Rheinhessen
retail price	maximum € 19.90
availability	minimum 600 bottles; number of bottles to be indicated on the offer
other criteria	<ul style="list-style-type: none"><li>– Grape variety Spätburgunder/Pinot Noir (100 %).</li><li>– Only one vintage per wine can be offered.</li><li>– An organic wine may be advantageous.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	February 2016

#### Selection is scheduled as follows:

by 17 August 2015 offers must be at Alko  
Offers must be valid till at least 29 February 2016.

### NOVEMBER

search number	<b>RW151103</b>
product type	white wine
supplementary type	dry
container	1.5-litre bottle
region of production	Rheingau
retail price	maximum € 44.90
availability	minimum 360 bottles; number of bottles to be indicated on the offer
other criteria	<ul style="list-style-type: none"><li>– Grape variety Riesling.</li><li>– Only one vintage per wine can be offered.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	May 2016

#### Selection is scheduled as follows:

by 16 November 2015 offers must be at Alko  
Offers must be valid till at least 31 May 2016.

### NOVEMBER

search number	<b>RW151104</b>
product type	white wine
supplementary type	dry or medium dry; maximum sugar amount 18 g/l
container	0.75-litre bottle
region of production	Mosel
retail price	maximum € 29.90
availability	minimum 600 bottles; number of bottles to be indicated on the offer
other criteria	<ul style="list-style-type: none"><li>– Grape variety Riesling.</li><li>– So called Grosses Gewächs.</li><li>– Sugar content (g/l) and total acidity in tartaric acid (g/l) must be indicated on the offer under additional information.</li><li>– Only one vintage per wine can be offered.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	May 2016

#### Selection is scheduled as follows:

by 16 November 2015 offers must be at Alko  
Offers must be valid till at least 31 May 2016.

# GREECE

---

## LIMITED AVAILABILITY PRODUCTS

### JULY

search number	<b>RW150705</b>
product type	red wine
container	0.75-litre bottle
region of production	Naoussa or Amynteo
retail price	maximum € 19.90
availability	minimum 600 bottles; number of bottles to be indicated on the offer
other criteria	<ul style="list-style-type: none"><li>– Grape variety Xinomavro.</li><li>– The region of production and the classification of the wine must be indicated on the offer under additional information.</li><li>– Only one vintage per wine can be offered.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	January 2016

#### Selection is scheduled as follows:

by 15 July 2015 offers must be at Alko  
Offers must be valid till at least 31 January 2016.

# HUNGARY

---

## MAIN PRODUCTS

### AUGUST

search number	<b>W150806</b>
product type	red wine
container	0.75-litre bottle
taste style	berried & fresh or luscious & jammy
vintage	vintage wine
retail price	maximum € 7.99
distribution level	Mainstream
other criteria	<ul style="list-style-type: none"><li>– Grape variety Merlot.</li><li>– The grape variety must appear on the label.</li><li>– The region of production must be indicated on the offer under additional information.</li><li>– Screw cap closure.</li><li>– Wine bottled in its country of origin may be advantageous.</li><li>– A lightweight bottle (max. 420 g) may be advantageous. In that case the weight of the empty bottle must be indicated on the offer under additional information.</li><li>– Registration in the recycling system may be advantageous.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	February 2016

## MAIN PRODUCTS

### JULY

search number  
product type  
container  
region of production  
taste style  
retail price  
distribution level  
other criteria

#### W150706

red wine  
0.75-litre bottle  
IGT/IGP Puglia  
smooth & fruity  
maximum € 8.49  
Wide Plus  
– A blend of Negroamaro and Primitivo. Proportion of the dominant grape variety may not be over 70%.  
– Grape varieties and their proportions must be indicated on the offer under additional information.  
– Sugar content (g/l) must be indicated on the offer under additional information.  
– Screw cap closure.  
– Moderate price may be advantageous.  
– A lightweight bottle (max. 420 g) may be advantageous. In that case the weight of the empty bottle must be indicated on the offer under additional information.  
– Registration in the recycling system may be advantageous.  
– An image of the product must be attached to the offer.  
January 2016

listing month estimate

### AUGUST

search number  
product type  
container  
region of production  
taste style  
vintage  
retail price  
distribution level  
other criteria

#### W150805

red wine  
0.75-litre bottle  
DOCG Chianti Classico Gran Selezione  
nuanced & developed or robust & powerful  
to be indicated on the offer under additional information  
maximum € 28.90  
Super Premium  
– Availability of initial vintage must be minimum 1000 bottles and it has to be indicated on the offer under additional information.  
– The grape varieties must be indicated on the offer under additional information.  
– An image of the product must be attached to the offer.  
February 2016

listing month estimate

### SEPTEMBER

search number  
product type  
container  
region of production  
taste style  
retail price  
distribution level  
other criteria

#### W150906

red wine  
3-litre bag-in-box  
IGT Terre Siciliane  
smooth & fruity or luscious & jammy  
maximum € 29.90  
Wide  
– A blend of minimum three grape varieties including Syrah/Shiraz. The amount of Syrah/Shiraz has to be minimum 50% but can be maximum 80%.  
– The grape varieties and their proportions must be indicated on the offer under additional information.  
– Sugar content (g/l) must be indicated on the offer under additional information.  
– An organic wine may be advantageous.  
– An image of the product must be attached to the offer.  
March 2016

listing month estimate

## OCTOBER

search number  
product type  
supplementary type  
container  
region of production  
retail price  
distribution level  
other criteria

listing month estimate

### W151007

sparkling wine  
extra sec or sec  
0.75-litre bottle  
DOC Piemonte Cortese  
maximum € 9.99  
Mainstream

- Sugar content (g/l) must be indicated on the offer under additional information.
- An image of the product must be attached to the offer.
- Registration in the recycling system may be advantageous.

April 2016

## NOVEMBER

search number  
product type  
supplementary type  
container  
region of production  
retail price  
distribution level  
other criteria

listing month estimate

### W151105

sparkling wine  
brut or extra sec  
0.2-litre bottle  
DOC Prosecco  
maximum € 3.99  
Premium

- An organic wine may be advantageous.
- Sugar content (g/l) must be indicated on the offer under additional information.
- An image of the product must be attached to the offer.
- Moderate price may be advantageous.

May 2016

## NOVEMBER

search number  
product type  
container  
region of production  
taste style  
retail price  
distribution level  
other criteria

listing month estimate

### W151106

white wine  
2-litre bag-in-box  
IGT Terre Siciliane  
mellow & sweet or crisp & fruity  
maximum € 24.90  
Mainstream

- A blend of minimum three grape varieties including Catarratto and Viognier. Proportion of the dominant grape variety may not be over 60%.
- Dried grapes must be used in the production process. The time and method of drying must be mentioned on the offer under additional information. The proportion of dried grapes in the blend must be indicated on the offer under additional information.
- Grape varieties and their proportions must be indicated on the offer under additional information.
- An image of the product must be attached to the offer.

June 2016

## SERVICE PRODUCTS

### JULY

search number  
product type  
supplementary type  
alcohol content  
container  
retail price  
availability  
other criteria

#### PW150703

non-alcoholic sparkling grape juice  
organic  
0 percent by volume  
0.75-litre glass bottle  
maximum € 7.99  
minimum 10000 bottles; number of bottles to be indicated on the offer  
– Sparkling grape juice.  
– The grape variety or varieties must be indicated on the offer under additional information.  
– The product must be bottled in a sparkling wine bottle. The bottle must be a so called sleeved bottle or painted bottle.  
– Sugar content (g/l) must be indicated on the offer under additional information.  
– The production process must be explained on the offer under additional information.  
– An image of the product must be attached to the offer.  
listing month estimate January 2016

### SEPTEMBER

search number  
product type  
container  
region of production  
vintage  
retail price  
availability  
other criteria

#### PW150901

white wine  
0.75-litre bottle  
DOCG Soave Superiore  
to be indicated on the offer under additional information  
maximum € 22.90  
minimum 2000 bottles/year; number of bottles to be indicated on the offer  
– Single vineyard wine (vigneto). Name of the vineyard must be indicated on the offer under additional information and on the label.  
– An image of the product must be attached to the offer.  
listing month estimate March 2016

## LIMITED AVAILABILITY PRODUCTS

### SEPTEMBER

search number  
product type  
container  
region of production  
vintage  
retail price  
availability  
other criteria

#### RW150904

sparkling wine  
0.75-litre bottle  
DOCG Alta Langa  
to be indicated on the offer under additional information  
maximum € 29.90  
minimum 800 bottles; number of bottles to be indicated on the offer  
– The grape varieties and their proportions must be indicated on the offer under additional information.  
– Sweetness level must be indicated on the offer under additional information.  
– Only one vintage per wine can be offered.  
– An image of the product must be attached to the offer.  
listing month estimate March 2016

#### Selection is scheduled as follows:

by 15 September 2015 offers must be at Alko  
Offers must be valid till at least 31 March 2016.



## SEPTEMBER

search number	<b>RW150905</b>
product type	red wine
container	0.375-litre bottle
region of production	DOCG Barolo
vintage	2010 or 2011; to be indicated on the offer under additional information
retail price	maximum € 17.90
availability	minimum 800 bottles; number of bottles to be indicated on the offer
other criteria	<ul style="list-style-type: none"><li>– Only one vintage per wine can be offered.</li><li>– Two products can be purchased from this search.</li><li>– If more than one product is purchased based on this search, they will have different listing dates.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	February 2016

### Selection is scheduled as follows:

by 15 September 2015 offers must be at Alko  
Offers must be valid till at least 29 February 2016.

## SEPTEMBER

search number	<b>RW150906</b>
product type	red wine
container	0.75-litre bottle
region of production	DOCG Taurasi
vintage	to be indicated on the offer under additional information
retail price	maximum € 29.90
availability	minimum 1000 bottles; number of bottles to be indicated on the offer
other criteria	<ul style="list-style-type: none"><li>– Only one vintage per wine can be offered.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	March 2016

### Selection is scheduled as follows:

by 15 September 2015 offers must be at Alko  
Offers must be valid till at least 31 March 2016.

## OCTOBER

search number	<b>RW151001</b>
product type	white wine
supplementary type	dry
container	0.75-litre bottle
region of production	IGT Lazio
vintage	to be indicated on the offer under additional information
retail price	maximum € 19.90
availability	minimum 600 bottles; number of bottles to be indicated on the offer
other criteria	<ul style="list-style-type: none"><li>– A blend of three grape varieties including Malvasia del Lazio and Greco. Proportion of the dominant grape variety may not be over 70%.</li><li>– The grape varieties and their proportions must be indicated on the offer under additional information.</li><li>– Only one vintage per wine can be offered.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	April 2016

### Selection is scheduled as follows:

by 15 October 2015 offers must be at Alko  
Offers must be valid till at least 30 April 2016.

## DECEMBER

search number	<b>RW151203</b>
product type	white wine
container	0.75-litre bottle
region of production	DOC Alto Adige or DOC Alto Adige Riserva
vintage	to be indicated on the offer under additional information
retail price	maximum € 29.90
availability	minimum 600 bottles; number of bottles to be indicated on the offer
other criteria	<ul style="list-style-type: none"><li>– Grape variety Pinot Bianco.</li><li>– Oaked. The duration of oaking must be indicated on the offer under additional information.</li><li>– Only one vintage per wine can be offered.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	June 2016

### Selection is scheduled as follows:

by 15 December 2015 offers must be at Alko  
Offers must be valid till at least 30 June 2016.

## JAPAN

---

### SERVICE PRODUCTS

## AUGUST

search number	<b>PW150802</b>
product type	sake
container	0.72-litre bottle
retail price	maximum € 19.90
availability	minimum 2000 bottles/year; number of bottles to be indicated on the offer
other criteria	<ul style="list-style-type: none"><li>– Junmai Ginjo or Junmai Tokubetsu or Junmai. The type of the sake must be indicated on the offer under additional information.</li><li>– An image of the product must be attached to the offer.</li><li>– Moderate price may be advantageous.</li></ul>
listing month estimate	February 2016

### LIMITED AVAILABILITY PRODUCTS

## SEPTEMBER

search number	<b>RW150908</b>
product type	sake
alcohol content	maximum 14 percent by volume
container	maximum 0.72 litres
retail price	the retail price is determined by the offers received
availability	minimum 600 bottles; number of bottles to be indicated on the offer
other criteria	<ul style="list-style-type: none"><li>– Yuzu fruit flavoured sake.</li><li>– The type of sake must be indicated on the offer under additional information.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	April 2016

### Selection is scheduled as follows:

by 15 September 2015 offers must be at Alko  
Offers must be valid till at least 31 March 2016.

## OCTOBER

search number  
product type  
container  
retail price  
availability  
other criteria

### RW151002

sake  
maximum 0.72 litres  
the retail price is determined by the offers received  
minimum 1000 bottles; number of bottles to be indicated on the offer  
– So called sparkling sake.  
– The production process must be explained on the offer under additional information.  
– Sugar content (g/l) must be indicated on the offer under additional information.  
– An image of the product must be attached to the offer.

listing month estimate

May 2016

#### Selection is scheduled as follows:

by 15 October 2015 offers must be at Alko  
Offers must be valid till at least 31 May 2016.

## MOLDOVA

---

### SERVICE PRODUCTS

## OCTOBER

search number  
product type  
container  
vintage  
retail price  
availability  
other criteria

### PW151001

red wine  
0.75-litre bottle  
vintage wine  
maximum € 9.99  
minimum 1000 bottles/year; number of bottles to be indicated on the offer  
– A single varietal wine.  
– The grape variety must be indicated on the offer under additional information and on the label.  
– The vintage must appear on the label.  
– The region of production must be indicated on the offer under additional information.  
– A wine bottled in its country of origin may be advantageous.  
– An image of the product must be attached to the offer.

listing month estimate

April 2016

## NEW ZEALAND

---

### MAIN PRODUCTS

## JULY

search number  
product type  
supplementary type  
container  
taste style  
retail price  
distribution level  
other criteria

### W150716

white wine  
dry  
0.75-litre bottle  
crisp & fruity or nuanced & structured  
maximum € 18.90  
Premium  
– Grape variety Grüner Veltliner.  
– Region of production must be indicated on the offer under additional information and on label.  
– An image of the product must be attached to the offer.

listing month estimate

February 2016

## AUGUST

search number  
product type  
container  
taste style  
vintage  
retail price  
distribution  
level other  
criteria

### W150807

red wine  
1.5-litre bag-in-box or 2-litre bag-in-box  
berried & fresh  
vintage wine  
maximum € 15.90 per litre  
Mainstream  
– Grape variety Pinot Noir.  
– The grape variety must be mentioned on the package.  
– The vintage must be indicated on the offer under additional information.  
– The region of production and classification must be indicated on the offer under additional information and on the package.  
– An image of the product must be attached to the offer.  
listing month estimate March 2016

## LIMITED AVAILABILITY PRODUCTS

## OCTOBER

search number  
product type  
supplementary type  
container  
region of production  
retail price  
other criteria

### RW151006

white wine  
dry  
0.75-litre bottle  
Marlborough  
maximum € 29.90  
– Grape variety Sauvignon Blanc.  
– Oaked. The duration of oaking must be indicated on the offer under additional information.  
– A more accurate sub-region may be advantageous. This must be indicated on the offer under additional information and on the label of the product.  
– An image of the product must be attached to the offer.  
listing month estimate April 2016

### Selection is scheduled as follows:

by 15 October 2015 offers must be at Alko  
Offers must be valid till at least 30 April 2016.

## PORTUGAL

---

## MAIN PRODUCTS

## JULY

search number  
product type  
container  
region of production  
taste style  
retail price  
distribution level  
other criteria

### W150707

red wine  
0.375-litre glass bottle  
DOP/DOC Douro  
robust & powerful  
maximum € 8.99  
Premium  
– A blend of three or more grape varieties including Touriga Nacional, Touriga Franca and Tinta Roriz.  
– The grape varieties and their proportions must be indicated on the offer under additional information.  
– An image of the product must be attached to the offer.  
listing month estimate January 2016

**SEPTEMBER**

search number  
 product type  
 container  
 region of production  
 taste style  
 retail price  
 distribution level  
 other criteria

listing month estimate

**W150907**

red wine  
 0.75-litre bottle  
 DOP/DOC Dão  
 nuanced & developed or robust & powerful  
 maximum € 12.90  
 Premium  
 – A blend of three or more grape varieties including Touriga Nacional, Alfrocheiro and Jaen.  
 – The grape varieties and their proportions must be indicated on the offer under additional information.  
 – An image of the product must be attached to the offer.  
 March 2016

**NOVEMBER**

search number  
 product type  
 container  
 region of production  
 taste style  
 retail price  
 distribution level  
 other criteria

listing month estimate

**W151107**

red wine  
 0.75-litre bottle  
 Vinho Regional Península de Setúbal  
 smooth & fruity or luscious & jammy  
 maximum € 8.49  
 Mainstream  
 – A blend of three grape varieties including Castelão, Aragonez and Syrah. Castelão must be the dominant grape variety.  
 – The grape varieties and their proportions must be indicated on the offer under additional information.  
 – The grape varieties must appear on the label.  
 – Screw cap closure.  
 – A lightweight bottle (max. 420 g) may be advantageous. In that case the weight of the empty bottle must be indicated on the offer under additional information.  
 – Registration in the recycling system may be advantageous.  
 – An image of the product must be attached to the offer.  
 May 2016

**LIMITED AVAILABILITY PRODUCTS****AUGUST**

search number  
 product type  
 container  
 region of production  
 retail price  
 availability  
 other criteria

listing month estimate

**RW150805**

red wine  
 0.75-litre bottle  
 DOP/DOC Douro  
 maximum € 19.90  
 minimum 600 bottles; number of bottles to be indicated on the offer  
 – Grape variety Touriga Nacional.  
 – The vintage must be indicated on the offer under additional information.  
 – Only one vintage per wine can be offered.  
 – An image of the product must be attached to the offer.  
 February 2016

**Selection is scheduled as follows:**

by 17 August 2015 offers must be at Alko  
 Offers must be valid till at least 29 February 2016.

# ROMANIA

---

## SERVICE PRODUCTS

### DECEMBER

search number	<b>PW151202</b>
product type	white wine
supplementary type	dry or medium dry; maximum sugar amount 12 g/l
container	0.75-litre bottle
retail price	maximum € 9.99
availability	minimum 1500 bottles/year; number of bottles to be indicated on the offer
other criteria	<ul style="list-style-type: none"><li>– Grape variety Feteasca Regala.</li><li>– The region of production must be indicated on the offer under additional information.</li><li>– Sugar content (g/l) and total acidity in tartaric acid (g/l) must be indicated on the offer under additional information.</li><li>– A wine bottled in its country of origin may be advantageous.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	June 2016

# SOUTH AFRICA

---

## MAIN PRODUCTS

### JULY

search number	<b>W150705</b>
product type	red wine
supplementary type	organic wine
container	1-litre package made of liquid packaging board
region of production	WO Western Cape
taste style	luscious & jammy or robust & powerful
vintage	vintage wine
retail price	maximum € 9.99
distribution level	Wide Plus
other criteria	<ul style="list-style-type: none"><li>– A blend of Shiraz and Cabernet Sauvignon. Shiraz must be the dominant variety (max 70 %).</li><li>– The grape varieties and their proportions must be indicated on the offer under additional information.</li><li>– The grape varieties must appear on the package.</li><li>– The vintage must appear on the package.</li><li>– An ethical trade wine may be advantageous.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	February 2016

## **AUGUST**

search number  
product type  
container  
region of production  
taste style  
retail price  
distribution level  
other criteria

listing month estimate

### **W150804**

red wine  
0.75-litre bottle  
Stellenbosch  
luscious & jammy or robust & powerful  
maximum € 19.90  
Super Premium  
– Grape variety Pinotage.  
– Classified wine (WO).  
– The region of production must be indicated on the offer under additional information.  
– An image of the product must be attached to the offer.  
March 2016

## **SEPTEMBER**

search number  
product type  
supplementary type  
container  
region of production  
taste style  
vintage  
retail price  
distribution level  
other criteria

listing month estimate

### **W150904**

white wine  
dry ethical trade product  
1-litre package made of liquid packaging board  
WO Western Cape  
smooth & light or crisp & fruity  
vintage wine  
maximum € 8.99  
Wide Plus  
– Grape variety Chenin Blanc (100 %).  
– The grape variety must appear on the package.  
– Vintage must appear on the package.  
– An image of the product must be attached to the offer.  
April 2016

## **SEPTEMBER**

search number  
product type  
container  
region of production  
taste style  
retail price  
distribution level  
other criteria

listing month estimate

### **W150905**

red wine  
0.75-litre bottle  
Walker Bay or Elgin  
berried & fresh or luscious & jammy  
maximum € 14,49  
Premium  
– Grape variety Pinot Noir (100 %).  
– The region of production must be indicated on the offer under additional information.  
– Classified wine (WO)  
– Taste profile berried & fresh can be advantageous.  
– An image of the product must be attached to the offer.  
April 2016

## OCTOBER

search number  
product type  
container  
region of production  
taste style  
vintage  
retail price  
distribution level  
other criteria

### W151006

red wine  
0.75-litre bottle  
Western Cape  
luscious & jammy or robust & powerful  
vintage wine  
maximum € 9.99  
Mainstream

- A blend of three grape varieties including Petit Verdot, Cabernet Sauvignon and Shiraz. Petit Verdot must be the dominant grape variety (max. 70 %).
- The grape varieties and their proportions must be indicated on the offer under additional information.
- The grape varieties must appear on the label.
- Oaked. The duration of oaking must be indicated on the offer under additional information.
- Classified wine (WO).
- The region of production of the wine must be indicated on the offer under additional information.
- Vintage must appear on the label.
- Screw cap closure.
- Taste profile robust & powerful may be advantageous.
- A lightweight bottle (max. 420 g) may be advantageous. In that case the weight of the empty bottle must be indicated on the offer under additional information.
- Registration in the recycling system may be advantageous.
- An image of the product must be attached to the offer.

listing month estimate

May 2016

## NOVEMBER

search number  
product type  
supplementary type  
container  
region of production  
taste style  
retail price  
distribution level  
other criteria

### W151104

white wine  
dry  
0.75-litre bottle  
Paarl  
crisp & fruity  
maximum € 13.90  
Premium

- Grape variety Chenin Blanc (100 %).
- Not oaked.
- The region of production must be indicated on the offer under additional information.
- Classified wine (WO).
- An image of the product must be attached to the offer.

listing month estimate

June 2016



## LIMITED AVAILABILITY PRODUCTS

### SEPTEMBER

search number	<b>RW150903</b>
product type	white wine
supplementary type	dry
container	0.75-litre bottle
region of production	WO Franschhoek, WO Walker Bay or WO Elgin
retail price	maximum € 19.90
availability	minimum 600 bottles; number of bottles to be indicated on the offer
other criteria	<ul style="list-style-type: none"><li>– Grape variety Chardonnay.</li><li>– The region of production and the classification of the wine must be indicated on the offer under additional information and on the label.</li><li>– Use or non-use of oak must be indicated on the offer under additional information.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	April 2016

#### Selection is scheduled as follows:

by 15 September 2015 offers must be at Alko  
Offers must be valid till at least 30 April 2016.

## SPAIN

---

## MAIN PRODUCTS

### JULY

search number	<b>W150704</b>
product type	red wine
container	0.75-litre bottle
region of production	DO Utiel-Requena
taste style	smooth & fruity or luscious & jammy
retail price	maximum € 8.99
distribution level	Mainstream
other criteria	<ul style="list-style-type: none"><li>– Grape variety Bobal.</li><li>– A lightweight bottle (max. 420 g) may be advantageous. In that case the weight of the empty bottle must be indicated on the offer under additional information.</li><li>– Registration in the recycling system may be advantageous.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	January 2016

## AUGUST

search number  
product type  
supplementary type  
container  
region of production  
retail price  
distribution level  
other criteria

listing month estimate

### W150803

sparkling rosé wine  
organic wine; brut  
0.75-litre bottle  
DO Cava  
maximum € 14.90  
Premium

- The grape varieties and their proportions must be indicated on the offer under additional information.
  - An image of the product must be attached to the offer.
- February 2016

## SEPTEMBER

search number  
product type  
supplementary type  
container  
region of production  
taste style  
retail price  
distribution level  
other criteria

listing month estimate

### W150903

white wine  
dry  
0.75-litre bottle  
DO Valencia  
smooth & light or crisp & fruity  
maximum € 8.49  
Wide

- A blend of four grape varieties including Muscat, Chardonnay and Verdejo. The proportion of the dominant grape variety may not exceed 40 percent. The grape varieties and their proportions must be indicated on the offer under additional information.
  - A lightweight bottle (max. 420 g) may be advantageous. In that case the weight of the empty bottle must be indicated on the offer under additional information.
  - Registration in the recycling system may be advantageous.
  - An image of the product must be attached to the offer.
- March 2016

## OCTOBER

search number  
product type  
supplementary type  
container  
retail price  
distribution level  
other criteria

listing month estimate

### W151004

aromatized wine  
sangria  
0.75-litre bottle  
maximum € 8.99  
Premium

- Ingredients used must be indicated on the offer under additional information.
  - Production process must be explained on the offer under additional information.
  - Both red and white sangria can be offered.
  - The bottle must be a so called sleeved bottle.
  - Sugar content (g/l) must be indicated on the offer.
  - An image of the product should be attached to the offer.
- April 2016

## OCTOBER

search number  
product type  
supplementary type  
container  
region of production  
vintage  
retail price  
distribution level  
other criteria

listing month estimate

### W151005

rosé wine  
medium dry  
3-litre bag-in-box  
DO Catalunya  
vintage wine  
maximum € 29.90  
Wide Plus

- A blend of Tempranillo and Merlot. The proportion of the dominant grape variety may not exceed 60 percent. The grape varieties must be indicated on the offer under additional information.
  - Sugar content (g/l) must be indicated on the offer under additional information.
  - An image of the product must be attached to the offer.
- April 2016

## SERVICE PRODUCTS

### NOVEMBER

search number	<b>PW151101</b>
product type	white wine
supplementary type	dry
container	0.75-litre bottle
region of production	DO Rias Baixas
taste style	crisp & fruity or nuanced & structured
retail price	maximum € 24.90
other criteria	<ul style="list-style-type: none"><li>- A blend of three grape varieties including Albariño and Caino Blanco. The grape varieties and their proportions must be indicated on the offer under additional information.</li><li>- A more accurate sub-region may be advantageous. This must be indicated on the offer under additional information and on the label.</li><li>- An image of the product must be attached to the offer.</li></ul>
listing month estimate	May 2016

## LIMITED AVAILABILITY PRODUCTS

### JULY

search number	<b>RW150704</b>
product type	red wine
container	0.75-litre bottle
region of production	DO Ribeira Sacra
taste style	luscious & jammy or nuanced & developed
retail price	maximum € 24.90
availability	minimum 600 bottles; number of bottles to be indicated on the offer
other criteria	<ul style="list-style-type: none"><li>- Grape variety Mencia.</li><li>- An image of the product must be attached to the offer.</li></ul>
listing month estimate	January 2016

#### Selection is scheduled as follows:

by 15 July 2015 offers must be at Alko  
Offers must be valid till at least 31 January 2016.

### AUGUST

search number	<b>RW150803</b>
product type	sparkling wine
container	0.75-litre bottle
retail price	maximum € 22.90
availability	minimum 1200 bottles; number of bottles to be indicated on the offer
other criteria	<ul style="list-style-type: none"><li>- Low sulphite wine; no added sulphite. This should be enlightened on the offer and on the label.</li><li>- The region of production, grape varieties and their proportions must be indicated on the offer under additional information.</li><li>- Product should be able to be kept in room temperature.</li><li>- An image of the product must be attached to the offer.</li></ul>
listing month estimate	February 2016

#### Selection is scheduled as follows:

by 17 August 2015 offers must be at Alko  
Offers must be valid till at least 29 February 2016.

## SEPTEMBER

search number	<b>RW150902</b>
product type	red wine
container	0.375-litre bottle
region of production	DOCa Priorat
retail price	maximum € 9.99
availability	minimum 1800 bottles; number of bottles to be indicated on the offer
other criteria	<ul style="list-style-type: none"><li>– Grape varieties and their proportions must be indicated on the offer under additional information.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	March 2016

### Selection is scheduled as follows:

by 15 September 2015 offers must be at Alko  
Offers must be valid till at least 31 March 2016.

## DECEMBER

search number	<b>RW151201</b>
product type	white wine
supplementary type	dry
container	0.75-litre bottle
region of production	DO Vino de Pago or DO Penedès
retail price	maximum € 34.90
availability	minimum 600 bottles; number of bottles to be indicated on the offer
other criteria	<ul style="list-style-type: none"><li>– Grape variety Chardonnay.</li><li>– DO Penedès classified wine should be a single vineyard wine. Name of the vineyard should be indicated on the offer and on the label.</li><li>– Vintage must be indicated on the offer under additional information.</li><li>– Two products may be purchased based on this search.</li><li>– If more than one product is purchased based on this search, they will have different listing dates.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	June 2016

### Selection is scheduled as follows:

by 15 December 2015 offers must be at Alko  
Offers must be valid till at least 30 June 2016.

## DECEMBER

search number	<b>RW151202</b>
product type	white wine
container	0.75-litre bottle
region of production	DO Bizkaiko Txakolina, DO Arabako Txakolina tai DO Getariako Txakolina
vintage	the newest possible
availability	minimum 800 bottles; number of bottles to be indicated on the offer
other criteria	<ul style="list-style-type: none"><li>– Grape variety Hondarrabi Zuri.</li><li>– Region of production must be indicated on the offer under additional information.</li><li>– Vintage must be indicated on the offer under additional information and on the label.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	June 2016

### Selection is scheduled as follows:

by 15 December 2015 offers must be at Alko  
Offers must be valid till at least 30 June 2016.

## SWEDEN OR FINLAND

---

### SERVICE PRODUCTS

#### JULY

search number	<b>PW150705</b>
product type	non-alcoholic juice
alcohol content	maximum 0,5 percent by volume
container	maximum 0.75 litres
retail price	maximum € 15.85 per litre
availability	minimum 1000 bottles/year; number of bottles to be indicated on the offer
other criteria	<ul style="list-style-type: none"><li>– Product must be offered in a wine bottle shaped package.</li><li>– Organic product will be advantageous.</li><li>– The production process and ingredients must be explained on the offer under additional information.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	January 2016

## UNITED STATES

---

### MAIN PRODUCTS

#### AUGUST

search number	<b>W150808</b>
product type	red wine
container	0.75-litre glass bottle
region of production	Sierra Foothills tai Paso Robles
taste style	luscious & jammy or robust & powerful
vintage	to be indicated on the offer under additional information
retail price	maximum € 18.90
distribution level	Premium
other criteria	<ul style="list-style-type: none"><li>– A blend of minimum three grape varieties including Zinfandel and Shiraz/ Syrah. Proportion of the dominant grape variety may not be over 70%.</li><li>– The grape varieties and their proportions must be indicated on the offer under additional information.</li><li>– A more accurate region of production and possible sub-region must be indicated on the offer under additional information and on the label.</li><li>– The region of production must be indicated on the label.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	March 2016

#### SEPTEMBER

search number	<b>W150910</b>
product type	white wine
container	2-litre bag-in-box
taste style	crisp & fruity or nuanced & structured
retail price	maximum € 24.90
distribution level	Mainstream
other criteria	<ul style="list-style-type: none"><li>– Grape variety Riesling.</li><li>– Grape variety must be mentioned on the package.</li><li>– Sugar content (g/l) must be indicated on the offer under additional information.</li><li>– The region of production must be indicated on the offer under additional information and on the package.</li><li>– Moderate price may be advantageous.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	April 2016

## OCTOBER

search number  
product type  
supplementary type  
container  
taste style  
retail price  
distribution level  
other criteria

### W151012

white wine  
medium dry or medium sweet  
0.75-litre bottle  
mellow & sweet or crisp & fruity  
maximum € 13.90  
Premium  
– Grape variety Symphony.  
– Sugar content (g/l) must be indicated on the offer under additional information.  
– Screw cap closure may be advantageous.  
– An image of the product must be attached to the offer.

listing month estimate

May 2016

## LIMITED AVAILABILITY PRODUCTS

## SEPTEMBER

search number  
product type  
container  
region of production  
vintage  
retail price  
availability  
other criteria

### RW150910

red wine  
0.75-litre bottle  
Sonoma County  
to be indicated on the offer under additional information  
maximum € 34.90  
minimum 800 bottles; number of bottles to be indicated on the offer  
– Grape variety Cabernet Sauvignon.  
– A more accurate region of production and sub-region must be indicated on the offer under additional information.  
– Alexander Valley, Knights Valley or Dry Creek Valley may be advantageous. Then the name of the sub-region must be indicated on the front label of the product.  
– An image of the product must be attached to the offer.

listing month estimate

April 2016

### Selection is scheduled as follows:

by 15 September 2015 offers must be at Alko  
Offers must be valid till at least 30 April 2016.

## SEPTEMBER

search number  
product type  
container  
region of production  
vintage  
retail price  
availability  
other criteria

### RW150911

white wine  
0.75-litre bottle  
California  
to be indicated on the offer under additional information  
maximum € 24.90  
minimum 800 bottles; number of bottles to be indicated on the offer  
– Grape variety Fumé Blanc. The grape variety must be indicated on the label.  
– A more accurate region of production and sub-region must be indicated on the offer under additional information.  
– Oaked. The duration of oakaging must be indicated on the offer under additional information.  
– An image of the product must be attached to the offer.

listing month estimate

March 2016

### Selection is scheduled as follows:

by 15 September 2015 offers must be at Alko  
Offers must be valid till at least 31 March 2016.

## **OCTOBER**

search number  
product type  
supplementary type  
container  
region of production  
retail price  
availability  
other criteria

### **RW151007**

white wine  
maximum sugar amount 45 g/l  
0.75-litre bottle  
New York  
maximum € 29.90  
minimum 600 bottles; number of bottles to be indicated on the offer  
– Grape variety Riesling.  
– A more accurate region of production and the classification of the wine must be indicated on the offer under additional information and on the label.  
– Sugar content (g/l) must be indicated on the offer under additional information.  
– An image of the product must be attached to the offer.  
listing month estimate May 2016

### **Selection is scheduled as follows:**

by 15 October 2015 offers must be at Alko  
Offers must be valid till at least 31 May 2016.

# STRONG BEVERAGES

## SUMMARY OF PRODUCT SEARCHES

Search month	Search number	Beverage type	Country
July	S150701	unflavoured spirit	country of origin not determined; to be indicated on the offer
	S150702	gin	country of origin not determined; to be indicated on the offer
	S150703	rum	country of origin not determined; to be indicated on the offer
	S150704	brandy	country of origin not determined; to be indicated on the offer
	S150705	whisky	Scotland
	S150706	herb liqueur	country of origin not determined; to be indicated on the offer
	S150707	egg or cream liqueur	country of origin not determined; to be indicated on the offer
August	S150801	flavoured vodka	country of origin not determined; to be indicated on the offer
	S150802	flavoured spirit	country of origin not determined; to be indicated on the offer
	S150803	cognac	France
	S150804	whisky	country of origin not determined; to be indicated on the offer
	S150805	spice liqueur	country of origin not determined; to be indicated on the offer
	RS150801	whisky	Japan
September	S150901	flavoured spirit	country of origin not determined; to be indicated on the offer
	S150902	rum	country of origin not determined; to be indicated on the offer
	S150903	brandy	Italy
	S150904	whisky	United States
	S150905	salmiac liqueur	country of origin not determined; to be indicated on the offer
	RS150901	unflavoured vodka	country of origin not determined; to be indicated on the offer
October	S151001	unflavoured vodka	country of origin not determined; to be indicated on the offer
	S151002	rum	country of origin not determined; to be indicated on the offer
	S151003	cognac	France
	S151004	whisky	country of origin not determined; to be indicated on the offer
	S151005	whisky	country of origin not determined; to be indicated on the offer
	S151006	coffee liqueur	country of origin not determined; to be indicated on the offer
November	S151101	unflavoured spirit	country of origin not determined; to be indicated on the offer
	S151102	flavoured spirit	country of origin not determined; to be indicated on the offer
	S151103	whisky	Scotland
	S151104	fruit liqueur	country of origin not determined; to be indicated on the offer
	RS151101	unflavoured spirit	Brazil
	RS151102	tequila	Mexico



## MAIN PRODUCTS

### AUGUST

search number	<b>S150801</b>
product type	flavoured vodka
supplementary type	with cranberry aroma
alcohol content	minimum 37.5 percent by volume
container	0.35-litre or 0.5-litre bottle
country of origin	country of origin not determined; to be indicated on the offer
retail price	maximum € 17.99
distribution level	Premium
other criteria	<ul style="list-style-type: none"><li>– A well-known brand to Finnish consumers may be advantageous.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	February 2016
send offers to arrive by	<b>17 August 2015</b>

### OCTOBER

search number	<b>S151001</b>
product type	unflavoured vodka
alcohol content	minimum 40 percent by volume
container	0.5-litre glass bottle
country of origin	country of origin not determined; to be indicated on the offer
retail price	maximum € 15.99
distribution level	Premium
other criteria	<ul style="list-style-type: none"><li>– Other than wheat- or barley-based vodka.</li><li>– Raw materials must be indicated on the offer under additional information.</li><li>– A new product in our assortment, not an additional bottle size of an existing listing.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	April 2016
send offers to arrive by	<b>15 October 2015</b>

## LIMITED AVAILABILITY PRODUCTS

### SEPTEMBER

search number	<b>RS150901</b>
product type	unflavoured vodka
alcohol content	minimum 40 percent by volume
container	0.7-litre glass bottle
country of origin	country of origin not determined; to be indicated on the offer
retail price	maximum € 40.00
availability	minimum 1200 bottles; number of bottles to be indicated on the offer
other criteria	<ul style="list-style-type: none"><li>– Country of origin other than Russia or Poland.</li><li>– A renowned brand and/or an esteemed representative of the style in question may be advantageous.</li><li>– The production process must be explained on the offer under additional information.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	April 2016

#### Selection is scheduled as follows:

by 15 September 2015 offers must be at Alko  
Offers must be valid till at least 30 April 2016.

## MAIN PRODUCTS

### JULY

search number	<b>S150701</b>
product type	unflavoured spirit
alcohol content	27 - 29 percent by volume
container	0.5-litre bottle
country of origin	country of origin not determined; to be indicated on the offer
retail price	maximum € 9.99
distribution level	Wide plus
other criteria	<ul style="list-style-type: none"><li>– A well-known brand to Finnish consumers.</li><li>– Registration in the recycling system may be advantageous.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	January 2016
send offers to arrive by	<b>15 July 2015</b>

### NOVEMBER

search number	<b>S151101</b>
product type	unflavoured spirit
alcohol content	35 -37 percent by volume
container	0.7-litre glass bottle
country of origin	country of origin not determined; to be indicated on the offer
retail price	maximum € 18.49
distribution level	Wide
other criteria	<ul style="list-style-type: none"><li>– A new product in our assortment, not an additional bottle size of an existing listing.</li><li>– Local production may be advantageous.</li><li>– The production process must be explained on the offer under additional information.</li><li>– Registration in the recycling system may be advantageous.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	May 2016
send offers to arrive by	<b>16 November 2015</b>

## LIMITED AVAILABILITY PRODUCTS

### NOVEMBER

search number	<b>RS151101</b>
product type	unflavoured spirit
supplementary type	cachaça
alcohol content	minimum 38 percent by volume
container	0.7-litre glass bottle
country of origin	Brazil
retail price	maximum € 30.00
availability	minimum 600 bottles; number of bottles to be indicated on the offer
other criteria	<ul style="list-style-type: none"><li>– An international, widely recognized brand may be advantageous.</li><li>– The production process must be explained on the offer under additional information.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	June 2016

#### Selection is scheduled as follows:

by 16 November 2015 offers must be at Alko  
Offers must be valid till at least 30 June 2016.

# OTHER DISTILLATES

---

## MAIN PRODUCTS

### JULY

search number  
product type  
alcohol content  
container  
country of origin  
retail price  
distribution level  
other criteria

#### **S150702**

gin  
minimum 40 percent by volume  
maximum 0.7 litres  
country of origin not determined; to be indicated on the offer  
maximum € 50.00  
Supee premium  
– Batch distilled gin.  
– Production method must appear on the label/package.  
– A renowned brand and/or an esteemed representative of the style in question may be advantageous.  
– Only one bottle size per brand can be offered.  
– An image of the product must be attached to the offer.  
– If more than one product is purchased based on this search, they will have different listing dates in January and March.

number of listings  
listing month estimate  
send offers to arrive by

maximum 2 products

January 2016

**15 July 2015**

### AUGUST

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin  
retail price  
distribution level  
other criteria

#### **S150802**

flavoured spirit  
with citrus aroma in combination with other aroma  
15 - 22 percent by volume  
0.7-litre bottle  
country of origin not determined; to be indicated on the offer  
maximum € 11.99  
Mainstream  
– The taste profile of the product must be described on the offer under additional information.  
– Sugar content (g/l) must be indicated on the offer under additional information.  
– Registration in the recycling system may be advantageous.  
– An image of the product must be attached to the offer.

listing month estimate  
send offers to arrive by

February 2016

**17 August 2015**

### SEPTEMBER

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin  
retail price  
distribution level  
other criteria

#### **S150901**

flavoured spirit  
wheat spirit  
30 percent by volume  
0.5-litre bottle  
country of origin not determined; to be indicated on the offer  
maximum € 12.49  
Wide plus  
– A new taste variant in Alko's assortment.  
– Product type must be clarified on the offer under additional information.  
– Sugar content (g/l) must be indicated on the offer under additional information.  
– Registration in the recycling system may be advantageous.  
– An image of the product must be attached to the offer.

listing month estimate  
send offers to arrive by

March 2016

**15 September 2015**

## NOVEMBER

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin  
retail price  
distribution level  
other criteria

### S151102

flavoured spirit  
whisky based spirit  
minimum 30 percent by volume  
0.7-litre bottle  
country of origin not determined; to be indicated on the offer  
maximum € 27,49  
Mainstream  
– Flavoured with lime.  
– The taste profile of the product must be described on the offer under additional information.  
– Sugar content (g/l) must be indicated on the offer under additional information.  
– Registration in the recycling system may be advantageous.  
– An image of the product must be attached to the offer.

listing month estimate  
send offers to arrive by

May 2016  
**16 November 2015**

## LIMITED AVAILABILITY PRODUCTS

## NOVEMBER

search number  
product type  
alcohol content  
country of origin  
retail price  
availability  
other criteria

### RS151102

tequila  
minimum 38 percent by volume  
Mexico  
maximum € 50.00  
minimum 600 bottles; number of bottles to be indicated on the offer  
– 100% blue agave.  
– A renowned brand and/or an esteemed representative of the style in question may be advantageous.  
– The production process must be explained on the offer under additional information.  
– An image of the product must be attached to the offer.

listing month estimate

May 2016

### Selection is scheduled as follows:

by 16 November 2015 offers must be at Alko  
Offers must be valid till at least 31 May 2016.

## RUM

---

## MAIN PRODUCTS

## JULY

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin  
retail price  
distribution level  
other criteria

### S150703

rum  
white  
minimum 40 percent by volume  
0.35-litre glass bottle  
country of origin not determined; to be indicated on the offer  
maximum € 15.49  
Premium  
– A new product in our assortment, not an additional bottle size of an existing listing.  
– A renowned brand and/or an esteemed representative of the style in question may be advantageous.  
– An image of the product must be attached to the offer.

listing month estimate  
send offers to arrive by

January 2016  
**15 July 2015**

## SEPTEMBER

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin  
retail price  
distribution level  
other criteria

listing month estimate  
send offers to arrive by

### S150902

rum  
dark  
minimum 38 percent by volume  
0.7-litre glass bottle  
country of origin not determined; to be indicated on the offer  
maximum € 29.49  
Mainstream  
– A new brand or variant in Alko's assortment may be advantageous.  
– Duration of ageing must be indicated on the offer under additional information.  
– Moderate price may be advantageous.  
– Registration in the recycling system may be advantageous.  
– An image of the product must be attached to the offer.

March 2016

**15 September 2015**

## OCTOBER

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin  
retail price  
distribution level  
other criteria

listing month estimate  
send offers to arrive by

### S151002

rum  
white  
minimum 37.5 percent by volume  
0.7-litre glass bottle  
country of origin not determined; to be indicated on the offer  
maximum € 25.90  
Mainstream  
– An international, widely recognized brand may be advantageous.  
– Registration in the recycling system may be advantageous.  
– An image of the product must be attached to the offer.

April 2016

**15 October 2015**

## GRAPE BRANDY

---

### MAIN PRODUCTS

## JULY

search number  
product type  
alcohol content  
container  
country of origin  
retail price  
distribution level  
other criteria

listing month estimate  
send offers to arrive by

### S150704

brandy  
minimum 40 percent by volume  
0.7-litre glass bottle  
country of origin not determined; to be indicated on the offer  
maximum € 25.90  
Wide  
– Country of origin other than France, Spain or Italy.  
– A renowned brand and/or an esteemed representative of the style in question may be advantageous.  
– Duration of ageing must be indicated on the offer under additional information.  
– Registration in the recycling system may be advantageous.  
– An image of the product must be attached to the offer.

January 2016

**15 July 2015**

## **AUGUST**

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin  
retail price  
distribution level  
other criteria

listing month estimate  
send offers to arrive by

### **S150803**

cognac  
XO  
40 percent by volume  
0.7-litre glass bottle  
France  
maximum € 50.00  
Mainstream  
– Moderate price may be advantageous.  
– Duration of ageing must be indicated on the offer under additional information.  
– Registration in the recycling system may be advantageous.  
– An image of the product must be attached to the offer.

February 2016

**17 August 2015**

## **SEPTEMBER**

search number  
product type  
alcohol content  
container  
country of origin  
retail price  
distribution level  
other criteria

listing month estimate  
send offers to arrive by

### **S150903**

brandy  
minimum 38 percent by volume  
0.7-litre bottle  
Italy  
maximum € 29.90  
Premium  
– A renowned brand and/or an esteemed representative of the style in question may be advantageous.  
– Duration of ageing must be indicated on the offer under additional information.  
– An image of the product must be attached to the offer.

March 2016

**15 September 2015**

## **OCTOBER**

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin  
retail price  
distribution level  
other criteria

listing month estimate  
send offers to arrive by

### **S151003**

cognac  
VS  
40 percent by volume  
1-litre bottle  
France  
maximum € 43.90  
Wide plus  
– A well-known brand to Finnish consumers may be advantageous.  
– Moderate price may be advantageous.  
– Registration in the recycling system may be advantageous.  
– An image of the product must be attached to the offer.

April 2016

**15 October 2015**

## MAIN PRODUCTS

### JULY

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin  
region of production  
retail price  
distribution level  
other criteria

#### **S150705**

whisky  
single malt  
minimum 40 percent by volume  
0.7-litre glass bottle  
Scotland  
Speyside  
maximum € 59.90  
Premium

- The product must be bottled by the original distillery.
- A new product in our assortment, not an additional brand variant of an existing listing, may be advantageous.
- An image of the product must be attached to the offer.

listing month estimate  
send offers to arrive by

January 2016  
**15 July 2015**

### AUGUST

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin  
retail price  
distribution level  
other criteria

#### **S150804**

whisky  
single grain  
minimum 40 percent by volume  
0.7-litre glass bottle  
country of origin not determined; to be indicated on the offer  
maximum € 56.90  
Premium

- A renowned brand and/or an esteemed representative of the style in question may be advantageous.
- The production process must be explained on the offer under additional information.
- An image of the product must be attached to the offer.

listing month estimate  
send offers to arrive by

February 2016  
**17 August 2015**

### SEPTEMBER

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin  
retail price  
distribution level  
other criteria

#### **S150904**

whisky  
straight whisky  
minimum 40 percent by volume  
0.7-litre glass bottle  
United States  
maximum € 44.90  
Premium

- A renowned brand and/or an esteemed representative of the style in question may be advantageous.
- The production process must be explained on the offer under additional information.
- An image of the product must be attached to the offer.

listing month estimate  
send offers to arrive by

March 2016  
**15 September 2015**

## OCTOBER

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin  
retail price  
distribution level  
other criteria

listing month estimate  
send offers to arrive by

### S151004

whisky  
blended whisky  
minimum 40 percent by volume  
0.5-litre glass bottle  
country of origin not determined; to be indicated on the offer  
maximum € 18.99  
Mainstream  
– An international, widely recognized brand may be advantageous.  
– Smoky flavour may be advantageous.  
– Malt content (%) must be indicated on the offer under additional information.  
– Registration in the recycling system may be advantageous.  
– An image of the product must be attached to the offer.

April 2016

**15 October 2015**

## OCTOBER

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin  
retail price  
distribution level  
other criteria

listing month estimate  
send offers to arrive by

### S151005

whisky  
malt whisky  
minimum 40 percent by volume  
0.2-litre or 0.35-litre glass bottle  
country of origin not determined; to be indicated on the offer  
maximum € 100.00 per litre  
Premium  
– A new product in our assortment, not an additional bottle size of an existing listing.  
– Only one bottle size per brand can be offered.  
– An image of the product must be attached to the offer.

April 2016

**15 October 2015**

## NOVEMBER

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin  
region of production  
retail price  
distribution level  
other criteria

listing month estimate  
send offers to arrive by

### S151103

whisky  
single malt  
minimum 40 percent by volume  
0.7-litre glass bottle  
Scotland  
Highland  
maximum € 69.90  
Premium  
– Region of production other than Speyside.  
– The product must be bottled by the original distillery.  
– A new product in our assortment, not an additional brand variant of an existing listing, may be advantageous.  
– An image of the product must be attached to the offer.

May 2016

**16 November 2015**



## LIMITED AVAILABILITY PRODUCTS

### AUGUST

search number	<b>RS150801</b>
product type	whisky
alcohol content	minimum 40 percent by volume
container	maximum 0.7 litres
country of origin	Japan
retail price	the retail price is determined by the offers received
availability	minimum 240 bottles; number of bottles to be indicated on the offer
other criteria	<ul style="list-style-type: none"><li>– The production process must be explained on the offer under additional information.</li><li>– An image of the product must be attached to the offer.</li><li>– If more than one product is purchased based on this search, they will have different listing dates in e.g. February-April.</li></ul>
number of listings	maximum 2 products
listing month estimate	February 2016

#### Selection is scheduled as follows:

by 17 August 2015 offers must be at Alko  
Offers must be valid till at least 30 April 2016.

## LIQUEUR

---

### MAIN PRODUCTS

#### JULY

search number	<b>S150706</b>
product type	herb liqueur
alcohol content	minimum 30 percent by volume
container	0.35-litre bottle
country of origin	country of origin not determined; to be indicated on the offer
retail price	maximum € 13.49
distribution level	Mainstream
other criteria	<ul style="list-style-type: none"><li>– A new product in our assortment, not an additional bottle size of an existing listing.</li><li>– Moderate price may be advantageous.</li><li>– Sugar content (g/l) must be indicated on the offer under additional information.</li><li>– Registration in the recycling system may be advantageous.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	February 2016
send offers to arrive by	<b>15 July 2015</b>

#### JULY

search number	<b>S150707</b>
product type	egg or cream liqueur
alcohol content	minimum 15 percent by volume
container	0.35-litre or 0.5-litre bottle
country of origin	country of origin not determined; to be indicated on the offer
retail price	maximum € 12.49
distribution level	Wide
other criteria	<ul style="list-style-type: none"><li>– A new taste variant in Alko's assortment.</li><li>– Only one bottle size per brand can be offered.</li><li>– Moderate price may be advantageous.</li><li>– Sugar content (g/l) must be indicated on the offer under additional information.</li><li>– Registration in the recycling system may be advantageous.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	January 2016
send offers to arrive by	<b>15 July 2015</b>

## AUGUST

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin  
retail price  
distribution level  
other criteria

listing month estimate  
send offers to arrive by

### S150805

spice liqueur  
with mint aroma in combination with other aroma  
minimum 35 percent by volume  
0.5-litre bottle  
country of origin not determined; to be indicated on the offer  
maximum € 18.49  
Wide  
– A new taste variant in Alko's assortment.  
– The taste profile of the product must be described on the offer under additional information.  
– Sugar content (g/l) must be indicated on the offer under additional information.  
– Registration in the recycling system may be advantageous.  
– An image of the product must be attached to the offer.

February 2016

**17 August 2015**

## SEPTEMBER

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin  
retail price  
distribution level  
other criteria

listing month estimate  
send offers to arrive by

### S150905

salmiac liqueur  
salmiac, liquorice or combination with other flavour  
15 - 22 percent by volume  
0.5-litre bottle  
country of origin not determined; to be indicated on the offer  
maximum € 11.99  
Mainstream  
– A new taste variant in Alko's assortment.  
– The taste profile of the product must be described on the offer under additional information.  
– Sugar content (g/l) must be indicated on the offer under additional information.  
– Registration in the recycling system may be advantageous.  
– An image of the product must be attached to the offer.

March 2016

**15 September 2015**

## OCTOBER

search number  
product type  
alcohol content  
container  
country of origin  
retail price  
distribution level  
other criteria

listing month estimate  
send offers to arrive by

### S151006

coffee liqueur  
minimum 30 percent by volume  
0.35-litre or 0.5-litre bottle  
country of origin not determined; to be indicated on the offer  
maximum € 18.99  
Premium  
– A new taste variant in Alko's assortment may be advantageous.  
– The taste profile of the product must be described on the offer under additional information.  
– Only one bottle size per brand can be offered.  
– Sugar content (g/l) must be indicated on the offer under additional information.  
– An image of the product must be attached to the offer.

April 2016

**15 October 2015**

## NOVEMBER

search number  
product type  
supplementary type  
alcohol content  
container  
country of origin  
retail price  
distribution level  
other criteria

listing month estimate  
send offers to arrive by

### **S151104**

fruit liqueur  
pear liqueur  
15 - 22 percent by volume  
0.5-litre bottle  
country of origin not determined; to be indicated on the offer  
maximum € 10,99  
Premium  
– An international, widely recognized brand may be advantageous.  
– Sugar content (g/l) must be indicated on the offer under additional information.  
– An image of the product must be attached to the offer.

May 2016

**16 November 2015**

# INTERMEDIATE PRODUCTS

## SUMMARY OF PRODUCT SEARCHES

Search month	Search number	Beverage type	Country
July	RF150701	portwine	Portugal
October	RF151001	sherry	Spain

## PORT WINE

---

### LIMITED AVAILABILITY PRODUCTS

#### JULY

search number	<b>RF150701</b>
product type	portwine
supplementary type	colheita, vintage or single harvest tawny
container	0.375-litre or 0.75-litre glass bottle
country of origin	Portugal
vintage	1966
retail price	the retail price is determined by the offers received
availability	minimum 96 bottles; number of bottles to be indicated on the offer
other criteria	<ul style="list-style-type: none"><li>– Only one bottle size per product can be offered.</li><li>– Moderate price per litre may be advantageous.</li><li>– If the product comes with a gift box, an image of the box must be attached to the offer.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	January 2016

#### Selection is scheduled as follows:

by 15 July 2015 offers must be at Alko  
Offers must be valid till at least 31 January 2016.

## SHERRY

---

### LIMITED AVAILABILITY PRODUCTS

#### OCTOBER

search number	<b>RF151001</b>
product type	sherry
supplementary type	sherry en rama
container	maximum 0.75 litres
country of origin	Spain
region of production	DO Jerez-Xérès-Sherry
retail price	maximum € 30 per litre
availability	minimum 300 bottles; number of bottles to be indicated on the offer
other criteria	<ul style="list-style-type: none"><li>– A renowned brand and/or an esteemed representative of the style in question may be advantageous.</li><li>– An image of the product must be attached to the offer.</li></ul>
listing month estimate	April 2016

#### Selection is scheduled as follows:

by 15 October 2015 offers must be at Alko  
Offers must be valid till at least 30 April 2016.