

**CALL FOR LISTING:  
RECREATIONAL CANNABIS F17/18-C001**

**DATE: MARCH 13, 2018**

**OBJECTIVE:**

Manitoba Liquor & Lotteries (MBLL) is requesting proposals from qualified suppliers (licensed producers), licensed by Health Canada for both cultivation and sale, to provide a legal source of recreational cannabis and meet product requirements for the sale of recreational cannabis in the province of Manitoba.

**BACKGROUND:**

The Canadian federal government has committed to legalizing recreational cannabis in 2018. Bill C45, the *Cannabis Act*, is currently in the Senate and is expected to be passed in June 2018. The legislation enables adults of legal age to purchase dried cannabis and infused edible cannabis oils. The legalization of other dosage forms, such as edibles and concentrates will follow once regulations are developed.

MBLL will manage the wholesale purchase and distribution of recreational cannabis for sale to retailers. Consumers will be able to purchase recreational cannabis from privately run retail stores in-person and online.

**INTRODUCTION:**

The purpose of this *Call for Listing* is to identify suppliers in the marketplace that meet the product or service requirements of MBLL for providing a legal supply of recreational cannabis to the Manitoba market.

Only Health Canada suppliers with recreational cannabis available for purchase prior to July 2018 should respond to this *Call for Listing*. Suppliers that will not have a supply of recreational cannabis available prior to July 2018 should not respond to this *Call for Listing*. A lack of a response to this *Call for Listing* does not necessarily eliminate a potential supplier from being listed in the future.

MBLL intends to stage its purchase of recreational cannabis, with the immediate goal of establishing an initial supply to support launch in July 2018. MBLL's long-term vision is for all suppliers to have the ability to offer their products in Manitoba; however, due to time constraints, MBLL is focused on suppliers that can supply for July 2018.

Currently MBLL is gathering information from suppliers to supply the recreational market for the July 2018 target date. Following MBLL's review of responses to this *Call for Listing*, MBLL may connect with suppliers directly.

This *Call for Listing* in itself is not a competitive procurement process. The award of any resulting agreement may or may not be necessarily the result of this *Call for Listing* process.

## **CALL FOR LISTING PROCESS:**

Call for Listing issue date:  
Call for Listing response deadline:

**March 13, 2018**  
**March 26, 2018, 12:00 noon, CDT**

Interested suppliers are requested to submit responses by the *Call for Listing* response deadline. Responses received by this date will facilitate a timely review of the information provided. MBLL reserves the right to extend the *Call for Listing* response deadline or amend or cancel this *Call for Listing*. Questions on this *Call for Listing* document can be directed to [cannabis@mbll.ca](mailto:cannabis@mbll.ca).

Suppliers are asked to provide their response in either .pdf or .docx format.

Responses shall be submitted electronically to [cannabis@mbll.ca](mailto:cannabis@mbll.ca). All responses will be retained by MBLL.

The supplier is responsible for all costs of preparing and presenting its response to this *Call for Listing* and, if applicable, entering into a contract with MBLL. This *Call for Listing* does not represent a binding agreement. MBLL reserves the right to award, in whole or in part, in the best interests of MBLL.

Suppliers may alter or withdraw their submission at any time prior to the deadline listed above.

## **CONTRACT REQUIREMENTS:**

Any resulting contract (e.g. purchase order) entered into by MBLL and the successful supplier shall be exclusively governed by, and construed in accordance with, the laws in force in the province of Manitoba including all applicable federal laws of Canada.

1. The term of any resulting contract shall be for a period of one (1) year, from the date of commencement, anticipated to be summer 2018.
2. MBLL shall have the option to extend any resulting contract, under the same terms and conditions, for a period of one (1) additional year.
3. MBLL standard payment terms are Net 30 days.
4. The successful supplier(s) must be in compliance with all legislative, regulatory, and licensing requirements.
5. MBLL reserves the right to terminate any resulting contract for any reason, by giving 30 days written notice to the supplier.

## **SUBMISSION INFORMATION:**

Responses should be organized in the following format, using the section titles and sequence listed below:

- I. Appendix A: Supplier Contact Information Form
- II. Appendix B: Supplier Response Outline
  - 1) Supplier Overview
  - 2) Supplier Facilities and Production Capacity
  - 3) Product Information
  - 4) Logistics
- III. Appendix C: Supplier Code of Conduct
- IV. Other supplemental information may be provided at the discretion of the supplier

**Appendix A**  
**Supplier Contact Information Form**

Date:

**RE: Recreational Cannabis Call for Listing #F17/18-C001**

1. Legal Business Name:
2. Business Address:
3. Business Contact Name:
4. Business Phone:
5. Business Fax:
6. Business Email Address:
7. Health Canada Licence #:
8. Health Canada Licence Type:
9. Health Canada Licence Validity Date:

## **Appendix B**

### **Supplier Response Outline**

Suppliers must provide a response to each question or subject within the identified categories.

#### **1) Supplier Overview**

Complete and summarize key information regarding the supplier's current operations.

- a. Date supplier was founded
- b. Date supplier received sale licence
- c. Number of years producing cannabis
- d. History of regulatory compliance including full disclosure of past infractions, and/or a brief compliance record

#### **2) Supplier Facilities and Production Capacity**

- a. Describe the supplier's expected 2018 production capacity
- b. Describe any planned expansion initiatives from 2018 to 2020
- c. Describe any current or planned supplier operations in the province of Manitoba.

#### **3) Product Information**

- a. Provide a list of cannabis products with pricing, authorized for sale in the anticipated 2018 recreational market.
  - i. Include a breakdown of pricing (e.g. is excise tax and shipping included)
- b. Product packaging
  - i. Products are requested to be in package sizes of: 1 gram, 3.5 gram, and 7 gram. Other sizes of packaging may be included at the supplier's discretion. Packaging sizes beyond 30 gram are not requested.
  - ii. Demonstrate the supplier's ability to comply with the GS1-128 barcoding standard.
- c. Describe supplier's approach to product classifications
  - i. Include any standardized labelling for various product categories: e.g. high THC, high CBD, or balanced ratios
  - ii. Plant genus: Indica, Sativa, Hybrid
  - iii. Plant terpene profiles, and other cannabinoid profiles
  - iv. Product positioning (premium, economy, etc.)
- d. Describe future products in development to be available as regulations permit
- e. Describe the supplier's approach to quality assurance and product testing

#### **4) Logistics**

- a. Describe supplier's capabilities on direct shipping to retailers, with anticipated delivery schedules. (e.g. weekly, bi-weekly, and monthly – or other)
- b. Describe the supplier's systems for logging and reporting distribution, purchases, and sales of cannabis with specific reference to their "seed to sale" tracking system.

## Appendix C

### Manitoba Liquor & Lotteries Corporate Procurement Supplier Code of Conduct

This Supplier Code of Conduct (SCC) sets out the ethical performance expectations for Suppliers of goods and services to Manitoba Liquor and Lotteries Corporation (MBLL). The goal of the SCC is to ensure companies that manufacture products for, or provide services to MBLL meet minimum health & safety, labor, environmental, and ethical standards. The performance expectations of the SCC support Supplier compliance with the core labor conventions of the International Labor Organization (ILO) and other legislative and policy requirements such as *The Sustainable Development Act* (Manitoba), the *Federal Consumer Product Safety Act*, and MBLL Social Responsibility requirements.

The principles outlined below define the conduct MBLL requires for all Suppliers with whom we do business. In addition, Suppliers offering goods to MBLL must ensure the principles laid out in this Code are met by the manufacturer(s) of the goods.

#### 1. Conflict of Interest

The Supplier must disclose any actual, potential, or perceived conflict of interest in relation to a procurement process. A conflict of interest in this regard refers to the Supplier having an unfair advantage or engaging in conduct that may give it an unfair advantage including but not limited to: access to information in relation to the procurement or MBLL's requirements that may not be available to other Suppliers, or engaging in conduct that compromises or may appear to compromise the integrity and fairness of a procurement process.

#### 2. Fair Labour Practices

MBLL seeks to purchase goods from responsible and ethical manufacturers who operate in accordance with established codes of conduct regarding issues such as wages, workplace health and safety, forced labor, child labor and freedom of association as embodied in International Labor Organization (ILO) conventions.

#### 3. Authorized Distributor

The Supplier must be authorized to legally sell, resell and distribute the products on behalf of the manufacturer or third party in accordance with the laws in the applicable jurisdictions.

#### 4. Anti-Counterfeiting Trade Agreement (ACTA)

Supplier(s) dealing with MBLL must comply with the Anti-Counterfeiting Trade Agreement (ACTA); an international agreement developed to combat the manufacture, import and sale of counterfeit and pirated goods and which Canada is a signatory to.

#### 5. Consumer Safety

Supplier(s) dealing with MBLL must comply with all Health Canada Regulations including the *Canadian Consumer Product Safety Act*. Suppliers will take all the necessary actions to ensure consumer safety.

#### 6. Environment

MBLL requires Suppliers to comply with all applicable statutes, regulations, guidelines, codes of practices, orders from and agreements entered into with government authorities relating to the protection and conservation of the environment.

Additionally, all environmental claims made by Suppliers must be substantiated and must conform with the provisions set out by the Competition Bureau of Canada (CSA Plus 14021 Environmental Claims: a guide for Industry and Advertisers).

#### Does your company comply with this Supplier Code of Conduct?

Yes \_\_\_\_\_ No \_\_\_\_\_

*Completed by Supplier-authorized representative with the authority to bind to the above-stated requirements (please print):*

\_\_\_\_\_  
*Company Name*

\_\_\_\_\_  
*Signature*

\_\_\_\_\_  
*Name and Title*

\_\_\_\_\_  
*Address*

\_\_\_\_\_  
*Date signed*