

## **CALL FOR LISTING:**

### **Blended and Single Malt Scotch (2019-04)**

**February 25<sup>th</sup>, 2019**

#### **OBJECTIVE:**

Category Management is reviewing our current assortment to identify potential opportunities. We are requesting proposals to enhance our current product offering so that it better aligns with the corporate direction supporting a shopper centric model.

#### **CATEGORY PERFORMANCE:**

##### **Single Malt Scotch**

Single Malt Scotch represents a \$6.5 million annual portfolio, which is trending at 2% in \$ sales, and -1% in litres. Primary category developments of active assortment are as noted below.

- All classification segments of Single Malt Scotch are increasing. The deluxe segment represents the largest share of Single Malt Scotch at 95%.
- Average SKU Performance is \$200,000.

##### **Blended Scotch**

Blended Scotch represents a \$5 million annual portfolio, which is trending 4% in \$ sales, and flat in litres. Primary category developments of active assortment are as noted below.

- Only the deluxe classification segment is seeing growth, +24% in \$ sales and +26% in litre sales. The premium segment is flat, and the economy segment is in minor decline.
- The economy segment represents the largest share of Blended Scotch at 50% share, with the remain sales split almost equality between the premium and deluxe segments.
- Average SKU Performance is \$170,000.

For this Call for Listing, Category Management is seeking product submissions to further enhance the following opportunities. **Considerations for this call will only be focused on the following:**

- ✓ **Primary Focus Single Malt Scotch:**
  - Price point range: \$49.99 - \$149.99 (based on a 750ml size format)
  - Sizes 375ml or smaller will not be considered
- ✓ **Primary Focus Blended Scotch:**
  - Price point range: \$30.29 - \$99.99 (based on a 750ml size format)
  - Sizes 375ml or smaller will not be considered

### **Requirements for all submissions**

Please prepare your proposal in the order noted below. It is important that presentations contain all criteria to allow for a thorough analysis of the opportunity. Please include data source for all insights & performance measurements identified. (Click [here](#) for sample presentation).

#### **Market Insights (Trends):**

- Please provide market insights/trends
  - How/Why will this product enhance category performance

#### **Performance Measurement:** (ACD Data or other Measurements)

- Sales Ranking:
  - Brand performance
  - SKU performance
- Market Penetration / SKU Potential within MBLL:
  - Where in Canada is this product currently being sold
  - What are MBLL's annual \$ sales expectancy for this SKU

#### **Marketing Support:**

- Brand marketing plan in Manitoba
  - Sponsorship, Eventing, Social Media, TV/Radio, Institutional Ad, Etc.
- Liquor Mart marketing plan
  - Air Miles
  - LTO's / Hot Buys
  - Impact Merchandising
  - Refrigerated Positioning
  - Shelf Talker/Neck Tag
  - Value Ad
  - Sampling

#### **Product Identification:**

The following information is required with every call letter submission. Submissions must contain **all** documentation outlined below to be considered.

- ✓ Supplier Information Form (excel format only, no PDF)
  - With letter of authorization if required
- ✓ Product Application Form (excel version only, no PDF)
- ✓ Declaration of Origin
- ✓ Annual declaration of production (when claiming Micro status)
- ✓ High resolution JPEGs, TIFFs, or PSD digital color image of the product (individual unit image should be minimum 3" wide at 300 dpi)

- File share transfers (E.g. We transfers) will not be accepted

**Evaluation Criteria:**

All submissions received will be evaluated on the proposal requirements above, along with the following criteria.

- ✓ Sustainability and overall suitability of the product to meet or exceed the MBL's current and future business needs
- ✓ Compatibility of the product to meet MBL's strategic focus
- ✓ Quality and completeness of all documentation submitted

**Terms & Conditions:**

1. MBL reserves the right to award in whole or in part, in the best interests of the MBL
2. Any submissions accepted by the MBL, shall not constitute a contract between the parties
3. The award of any resulting contract may not result from this Call for Listing
4. The MBL reserves the right to withdraw this Call for Listing at any time, for any reason
5. The highest scoring or any submission will not necessarily be accepted
6. Suppliers may alter or withdraw their submission at any time prior to the closing date

**SUBMISSION DEADLINE:**

All submission information is to be emailed to [categorymanagement@mbll.ca](mailto:categorymanagement@mbll.ca) no later than;

11:59 pm CDT, Sunday March 24<sup>th</sup>, 2019

Subject line: Single Malt Scotch **or** Blended Scotch

Submissions received after the deadline will not be accepted for review. We thank everyone for applying however notifications will only be sent to successful listings and issued by June 1<sup>st</sup>, 2019.

***Reminder: Samples are not required at the time of submission and are upon request only.***

***Thank you,  
Category Management***