



Washington State
Liquor Control Board
3000 Pacific Ave. SE Olympia WA, 98504

January 10, 2011

No. 2011-01

TO: ALL SUPPLIERS
FROM: DEBI BESSER, DIRECTOR OF PURCHASING
SUBJECT: ONE-TIME-ONLY (OTO) SPECIALTY ITEMS FOR THE 2011 SUMMER SPIRIT PROGRAM

It's time to start thinking about summer already! The Board plans to acquire approximately 40 unique spirit items for sale during the Summer Spirit program. These will be One-Time-Only (OTO) acquisitions. We are targeting spirit brands which showcase a summer theme such as Father's Day, college graduations, friends and family picnics and BBQ's.

If you have qualifying item that you wish us to consider offering as a 2011 Summer Spirit OTO, please submit the following to WSLCBorders@liq.wa.gov **no later than February 4, 2011**. Submissions sent anywhere else will not be reviewed.

- 1) A digital photo of the product, and
- 2) The attached control state Standard Quotation and Specification Form, including:
 - a. Quantity available or allocated to the State of Washington for each item
 - b. FOB: WSLCB Distribution Center, Seattle, Washington.
 - c. Multi-bottle gift packs must denote packs per case and bottles per gift pack (example: four/three bottle packs per case).
 - d. Pallet quantity, including block and tier quantities.
 - e. Outside dimensions of shipping case (length, width, height).
 - f. UPC, SCC and Control States Codes for each item offered.
 - i. All items submitted must have a unique Control States Code and UPC number.

For gift packs, we prefer that the OTO and listed brand code are the same retail price during all summer months. If the gift pack will have a higher retail during any month (June –August) due to a TPR on the listed brand code, please note that on the quote in the Remarks section.

VAP (on-packs of listed items) submissions will be accepted via the normal submission process.

The deadline for submissions is February 4, 2011. We plan to issue all Summer Spirit OTO orders by March 11, 2011.

Items selected will require delivery at our Seattle, Washington Distribution Center **no later than May 2, 2011**. Orders for this promotion that are received too late for us to make timely distribution to our retail outlets will be returned at supplier's expense.

Thank you for taking the time to submit your products for consideration. We hope to have the best Summer Spirit OTO products yet!

