



Date: August 26, 2019

Expression of Interest – Cannabis Accessories

Cannabis NB is accepting accessories proposals for cannabis-related products intended for resale in up to 20 Cannabis NB retail stores and online via cannabis-nb.com.

Submitted products will be reviewed for potential listing by and retail via Cannabis NB.

This document includes:

- Process overview
 - Listing criteria
 - SKU Requirements
 - Portfolio requirements
 - Product criteria
 - Submission of documents
-

Key Dates:

Public Expression of Interest Issue Date	Response Required	Notification of Results
Monday, August 26, 2019	Will be evaluated in chronological order of receipt	Upon evaluation of fit within Cannabis NB's accessory portfolio

Key Contact:

Mark Derrah

Category Manager Accessories

mark.derrah@cannabis-nb.com

PROCESS OVERVIEW

- Accessories suppliers responding to this Expression of Interest are required to submit wholesale catalog and EOI response. If selected to next step a “**product detail spreadsheet**” (see below) will be required in addition for any listed items.
- This Expression of interest includes multiple product types. Preference will be given to proposals that offer multiple/many/most product that meet our customer needs from one source location (subject to alignment to the specified **Product Criteria**)
- Cannabis NB reserves the right not to accept the lowest, highest, or any submission.
- After evaluation of the proposals, Cannabis NB will determine which submissions will make it to the next step of the listing review. At this time, the respondent will be contacted directly and asked any other information deemed necessary to source the product(s) and retail them to New Brunswick consumers.
- Only successful respondents to this EOI will be notified of the final outcome of the review via email on or before the notification of results

PRODUCT DETAILS SPREADSHEET

- There are two tabs on the spreadsheet:
 - One for company information (contacts, shipping/billing information, etc.)
 - One for product details
- **All fields are considered required. Failure to populate applicable information may result in rejection of the product for listing consideration.**
- Where deemed necessary, a comment has been added to the *Field Name* cells to describe the data required. Fields with a comment have a red triangle in the top right corner of the cell. To view the comment, simply hover your cursor over the cell.
- Please use the drop-down options wherever indicated (grey cells).
- Please do not add, merge, or lock cells.

LISTING CRITERIA

- All product packaging/labels must have valid registered UPC codes for Point Of Sales (POS) processing
- Inventory must be available from a Canadian source location
- Wholesale prices for proposed products must include any and all /excise/duty costs, and freight for delivery to Cannabis NB or our designate receiver.

SKU REQUIREMENTS

Should the respondent's product proposal be accepted in part or in full, Cannabis NB will reach out via email to request the following:

- A scan-able image of each product barcode
- A professional image of the Product Package, if applicable (for use on the Cannabis NB website)
- Detailed warranty documentation (if applicable)
- Details of company ownership (Private/Public, Canadian/International, etc)

PORTFOLIO REQUIREMENTS

Cannabis NB currently searching for new and trending accessories to compliment the current selection offered to its customers

- Feature and benefits to CNB customers will be critical in selection of accessories
- Any data to support trending in the market will help in product selection
- Looking to increase the breadth and selection of accessories for our customers
- Fill the cannabis consumption needs and preferences of our customers

PRODUCT CRITERIA

The below criteria may be revised subject to response to this Expression of Interest:

- Quoted wholesale prices for proposed products must include any and all excise/duty costs, and freight for delivery to Cannabis NB or our designate receiver *
- The product must be in a factory new condition and ready for resale meeting all listing criteria
- All submissions must align with the Cannabis Act in all aspects of their design, branding, naming etc.
- Cannabis NB reserves the right to select or reject any product based on portfolio requirements and alignment.
- Must be able to meet the purchasing requirement quantities in a reasonable amount of time
- Able to accept POs as procurement method

* Cannabis NB operates 20 retail locations throughout the province of New Brunswick, and contracts one Third Party Logistics warehouse located in central New Brunswick for e-commerce order fulfillment.

SUBMISSION OF DOCUMENTS

Please email wholesale catalogue or price list accompanied by EOI Response form to:

Mark Derrah

Category Manager Accessories

mark.derrah@cannabis-nb.com



EOI REPOSE

The undersigned acknowledges that the submitted pricing includes all charges for the on-going supply and delivery of the requested goods as called for in these documents.

The undersigned, having read these EOI documents and being fully aware of the requirements, hereby agrees to the on-going supply and delivery of cannabis accessories as configured in *Product Details* spreadsheet provided to ANBL. The prices include all labour, inspections, service, materials, equipment, freight, storage, duty, exchange, fees, and miscellaneous supplies required to complete the work as specified herein:

The undersigned acknowledges Cannabis NB's right not to accept the lowest, highest or any submission received in response to its Expression of Interest.

Yours very truly,

Print Company Name

Print Name of Authorized Official

Print Title

Signature

Date

Print Address

Telephone/Facsimile Number