



Date: January 21, 2019

Expression of Interest – Cannabis Accessories

Cannabis NB is accepting accessories proposals for Cannabis-related Products intended for resale via 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
 - Instructions for populating the attached *Product Details* spreadsheet
 - Submission form
-

Key Dates:

| Public Expression of Interest Issue Date | Response Required | Notification of Results |
|--|--|---------------------------|
| Monday, January 21, 2019 | Sunday, February 10, 2019 11:59pm AST | Monday, February 18, 2019 |

Key Contact:

Jacob Imbeault

Product Specialist

jacob.imbeault@cannabis-nb.com

Phone: 506-530-4995

Fax: 506-462-2065

PROCESS OVERVIEW

- Accessories suppliers responding to this Expression of Interest are required to complete the attached **Product Details** spreadsheet and return it to the indicated **Key Contact** by the specified date. If you have downloaded this PDF from cannabis-nb.com, please email the **Key Contact** for a copy of the excel spreadsheet.
- This Expression of interest includes multiple product types. Preference will be given to proposals that offer multiple/many/most product types listed 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 will be requested to provide items listed below under **SKU Requirements**, as well as any other information deemed necessary to source the product(s) and retail them to New Brunswick consumers.
- All respondents to this EOI will be notified of the final outcome of the review via email.

LISTING CRITERIA

- All products must have a registered UPC number
- All product packaging/labels must have a scan-able UPC
- 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)
- A professional image of the Product (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 has identified the need for the following product types:

- Bongs
- Bubblers
- Replacement Parts for submitted bongs and bubblers (bowls, down stems, screens, etc.)
- Replacement Parts for the Arizer Extreme Q
- SilverStick Slim Replacement Filters
- Handheld Rolling Device
- Disposable Lighters
- Lockable Storage
- Branded and/or Cannabis-Themed Merchandise
- Artisanal Cannabis-Themed Items

PRODUCT CRITERIA

- The below criteria may be revised subject to response to this Expression of Interest.
- Suggested retail prices must include sales tax (15% in NB)
- 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 *

* 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.

| Bongs | |
|------------------|--|
| Format | Hand-held, portable |
| Material | Glass, Wood, Stainless Steel, Ceramic, Silicone |
| Colour | Various |
| For use with | Dry-herb cannabis |
| Desired features | Various sizes (not over 24 inches) Various styles (basic, percolators, multi-chamber, etc.) Shatter resistant or shatter-proof No large graphics or designs |

PRODUCT CRITERIA (continued from page 3)

| Bubblers | |
|------------------|--|
| Format | Hand-held, Portable |
| Material | Glass, Wood, Stainless Steel, Ceramic, Silicone |
| Colour | Various |
| For use with | Dry-herb cannabis |
| Desired features | Various sizes Various styles (basic, percolators, multi-chamber, etc.) Shatter resistant or shatter-proof No large graphics or designs |

| Replacement Parts for submitted Bong and Bubblers | |
|--|--|
| Format | Individual or Kits |
| Material | Glass, Wood, Stainless Steel, Ceramic, Silicone |
| Colour | Various |
| For use with | Dry-herb cannabis Compatible with submissions regarding Bong and Bubblers |
| Desired features | Bowl Down Stem Screens (Small, Medium, Large) |

| Replacement Parts for the Arizer Extreme Q | |
|---|--|
| Format | Individual or Kits |
| Material | Glass, Plastic, Rubber |
| Colour | Various |
| Desired features | Glass Cyclone Bowl Glass Whip Mouthpiece Frosted Glass Mouthpiece Glass Elbow Joint for whip 3' Whip Tubing Spare Flat Screen Spare Dome Screen Remote Control Food-Grade Bags (ready-to-use or "cut-to-size") |

PRODUCT CRITERIA (continued from page 4)

| SilverStick Slim Replacement Filters | |
|---|--|
| Format | Hand-held, Portable, Disposable |
| Material | Cotton, Other |
| Colour | Various |
| Desired features | Must be compatible with SilverStick Slim |

| Hand-held Rolling Device | |
|---------------------------------|--|
| Format | Portable, Hand-held |
| Material | Wood, Metal, Stainless-Steel, Fiberglass, Plastic |
| Colour | Various |
| Desired features | Must be compatible with standard 1.25 rolling paper size (or larger) |

| Lighters | |
|-----------------|---------------------------------|
| Format | Hand-held, Portable, Disposable |
| Material | Plastic, Metal |
| Colour | Various |

| Lockable Storage | |
|-------------------------|--|
| Format | Portable box/bag |
| Material | Wood, Metal, Fiberglass, Heavy canvas |
| Colour | Various |
| Desired features | Child resistant locks Less than 20”L x 10”H x 12”W Odour control |

| Branded and/or Cannabis-Themed Merchandise | |
|---|--|
| Format | Clothing, Storage Containers, Jewelry, |
| Colour | Various |
| Desired features | No celebrity endorsements |

| Artisanal Cannabis-Themed Merchandise | |
|--|--|
| Requirements | Produced by Local/NB Artisans |
| Format | Home décor (vases, mugs, etc) Hand-blown glassware Jewelry |
| Material | Glass, Ceramics, Precious metals |

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.
-

Please email completed spreadsheet & signed submission form (*page 7*) to:

Jacob Imbeault

Product Specialist

jacob.imbeault@cannabis-nb.com

Phone: 506-530-4995



SUBMISSION OF 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