

# STATEMENT OF REQUIREMENTS

## BEVERAGES - SPIRITS

### INTRODUCTION

The U.S. Pavilion is looking to engage with American brands and service providers to support the delivery of key functional requirements of the Pavilion. This Statement summarizes the U.S. Pavilion’s requirements within specific categories for pre, during and post Expo 2020.

Please review this document and then proceed to complete the U.S. Pavilion Response Form where you will submit your commercial proposal.

### FOR FURTHER INFORMATION

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For information about the U.S. Pavilion, please visit our website [www.usapavilion.org](http://www.usapavilion.org)

### REQUIREMENTS OVERVIEW

| CATEGORY  |                |       |                |
|---|----------------|-------|----------------|
| BEVERAGES   |                |       |                |
| SUB-CATEGORY  |                |       |                |
| SPIRITS   |                |       |                |
| REQUIREMENTS SUMMARY  |                |       |                |
| <b>OVERVIEW</b>   |                |       |                |
| <p>The U.S. Pavilion is looking to partner with companies interested in supporting the Pavilion through the provision of alcohol for the commercial (public) food and beverage outlets and corporate / VIP entertaining as part of the Pavilion’s official Business Program. Ideally the supplier will be U.S. based and / or have a strong affinity to the American drinking, bar and cocktail culture and strong connection to American hospitality. We would also be interested to know of any non-alcoholic spirits that may be suitable for a Middle Eastern audience.</p> |                |       |                |
| <b>SPECIFIC REQUIREMENTS</b>  |                |       |                |
| <p>Below we have outlined our forecast total volumes of spirit consumption across both public and VIP functions. We would envisage that each product would feature between 1 – 3 brands depending on the category.</p>  |                |       |                |
| Product Description & Volume Measurement  |                |       | Forecast Usage |
| Spirits   |                |       |                |
| Bourbon   | 700 ml bottles | Dozen | 140            |
| Whiskey   |                |       | 210            |
| Rum   |                |       | 220            |
| Vodka   |                |       | 110            |
| Gin   |                |       | 220            |
| Tequila   |                |       | 100            |
| <p><i>Note: The Pavilion will consider proposals for either full or part services of this category.</i></p>   |                |       |                |