

# STATEMENT OF REQUIREMENTS

## BEVERAGES - WINE

### 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				
WINE				
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 wine 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 a U.S. brand or have strong U.S. brand heritage.</p> <p>We would also be interested to know of any non-alcoholic wines that may be suitable for a Middle Eastern audience.</p>				
<b>SPECIFIC REQUIREMENTS</b>				
<p>Below we have outlined our forecast total volumes of wine consumption across both public and VIP functions. We would envisage that each style of wine would feature 1 – 3 varieties (at each price point).</p>				
Product Description & Volume Measurement			Forecast Usage	
Wine				
Sparkling Wine			210	
Champagne			50	
White Wine	Entry Level	750 ml Bottles	80	
White Wine	Mid-Range		500	
White Wine	Premium		60	
Red Wine	Entry Level		80	
Red Wine	Mid-Range		520	
Red Wine	Premium		60	
Rose			100	
<b>Note:</b> <i>The Pavilion will consider proposals for either full or part services of this category.</i>				