

# Undergrads adapted alcohol delivery offerings to 'party for two'

When Mr Chai Wan Lin and Mr Tneoh Yuan Ping, both 23, started an alcohol delivery service in late 2019, they were counting on young people hosting parties at home.

But Covid-19 threatened to dry up their business, Guzzlers, espe-

cially when restrictions imposed last year limited group sizes to two, said Mr Chai, a computer science student from the National University of Singapore.

Mr Cedric Tay, co-owner of Guzzlers, who joined the company late last year, added: "Our slogan is 'bring the party to you', but if the party only has two people, our angle is pretty much dead."

They quickly adapted, launching an alcohol bundle for two just three days after phase two (heightened alert) restrictions were introduced last May.

The "party for two" items comprise two bottles of soju, a Korean liquor, and cans of beer or soft drinks to mix with the spirit for \$32.

They also lowered the minimum required spending per order from

\$45 to \$24.

They received many orders from couples and other pairs. It remains a popular option among their customers, said Mr Chai.

Mr Tay, a 23-year-old business major at Singapore Management University, said that as their business was fully online, they were not as badly hit as bricks-and-mortar stores with overheads.

Customers place orders on their website or through an ordering bot on messaging platform Telegram.

"We used to make deliveries ourselves, so... every sale was a profit," said Mr Tay.

Business picked up further with the loosening of measures in November last year, when group sizes were raised to a maximum of five.

This was timely for Guzzlers,

which saw a significant increase in orders during the end-of-year festivities. Despite getting the help of a number of delivery riders, the three undergraduates had to make deliveries themselves till the wee hours of the morning on New Year's Day this year.

To date, they have made enough to pay off their university fees, which Mr Chai calculated to be over \$32,000 per person.

They hope to keep Guzzlers going while juggling their full-time jobs even after they graduate.

Mr Tneoh said: "Our initial vision was to become the go-to alcohol service in Singapore, and it hasn't changed. Now that we've started gaining momentum, we really feel like we can do it."

**Kolette Lim**