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For Immediate Release

Distribution Trends 2019: LibDib Reports Sales Data Demonstrating Significant Success and New Opportunities for Small Production Wines and Craft Spirits

Whiskey sales lead the spirits category, red wine still dominates LibDib's wine business

San Jose, CA, December 19, 2019--- LibDib™, the web-based wholesale alcohol distributor, today released new sales data highlighting their top small production wine and spirits distribution trends for 2019. Overall, the company saw the most significant growth in craft spirits, which grew 340% in sales revenue this year.

"There is significant opportunity for Makers who are willing to think about their three-tier distribution differently," said Cheryl Durzy, Founder and CEO of LibDib. "In 2019, our Maker-driven placements doubled. This indicates that wine and spirits producers can be super successful when they drive their sales process and that Resellers are responding to direct connections with brand owners."

Other 2019 LibDib sales data highlights include:

- Across all categories, spirits sales revenue grew by over 340%.
- Whiskey dominated, sales increasing 464% in 2019.
- Vodka followed whiskey, with sales for this category growing by 194%.
- Gin, tequila and brandy finished out the spirits category as top sellers.
- White sparkling wine doubled in sales volume while red wine led overall sales in the wine category.

LibDib's Digital Orders tool was a game changer for Makers this year, allowing them to capture orders instantly from the field via a mobile phone, tablet, or other Internet-connected devices. In 2019, LibDib allocated resources for training Makers which resulted in significant increases in digital orders. LibDib also unveiled LibShip, a new flat rate shipping program that offers competitive pricing and enhanced features to save LibDib Makers time and money.

Continued Opportunities for Makers

With no long-term contracts, wine and spirits Makers can be up and running with fully compliant distribution in a fraction of the time it typically takes to launch a new market. "Our most successful Makers get started right away, working the market while leveraging our digital tools," said Tanya Riesbeck, Director of Maker Experience at LibDib. "Month-over-month they drove sales and built relationships that continue to last."

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Distribution for Any Brand

LibDib offers three-tier compliant, web-based distribution to any wine or spirits producer, one case at a time. LibDib distribution is currently available in California, Colorado, New York, and Wisconsin. Additional markets will be announced in 2020, with LibDib planning to expand to several new states. Any wine or spirits Maker interested in distribution can visit LibDib.com and sign up without committing to a long-term contract.

About LibDib

LibDib, LLC, is a licensed wholesale distributor of alcoholic beverages enabled through a proprietary web-based technology platform. LibDib focuses on the evolution of alcohol distribution utilizing technology to provide three-tier compliant services for any brand. Using LibDib, restaurants, bars and retailers legally and efficiently purchase boutique wines and craft spirits. The company is a proud partner of [Republic National Distributing Company](#) (RNDC) who they formed a partnership with in November 2018. LibDib was founded in 2016, launched in March 2017, and is based in San Jose, California. LibDib can be found online at LibDib.com as well as on [Twitter](#), [Facebook](#), [Instagram](#), [YouTube](#), and [LinkedIn](#).

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