



Distribution Reimagined

Distributor and producer consolidation, along with the rapidly expanding number of “Makers” including wine and craft spirit producers, created an environment where distribution options were limited for small and mid-sized Makers. LibDib is a distributor with a technology platform that provides an option for the growing number of Makers who are underserved by the realities of the three-tier system. LibDib is the destination for restaurants, bars and retailers to gain access to small production beverages that can’t be found anywhere else. With LibDib, both sides of the wholesale transaction win.

The “little guys” now have a chance. It’s time to reimagine distribution.

LibDib, Web-Based Distribution

LibDib allows restaurants, bars and retail shops to purchase a wider variety of products at a lower cost, saving time and money for both Makers and Buyers. Makers use an online platform to get their products to market easily and in legal compliance. Buyers get access to the boutique, small production beverages their customers desire via online purchases or with LibDib’s mobile app. With LibDib, both sides of the distribution transaction win. The company currently offers distribution in California, Colorado, Florida, Illinois, New York, Texas, and Wisconsin.

LibDib, Distribution Reimagined

On demand alcohol distribution is here. With LibDib, any Maker of specialty wine or spirits can easily create an account and input their products of choice on LibDib. After uploading a license and basic information, the Maker defines product selection, calculates the listed wholesale price, and defines where to distribute—down to the account level.

Using LibDib, restaurants, bars and retail shops purchase products directly from the Makers, either online, via a mobile app, or in-person. Makers use digital tools to alert LibDib of Buyer interest, streamlining the order process for both Makers and Buyers. Buyers access sales materials within the platform, communicate directly with Makers and set up automatic re-orders.

Benefits of LibDib and Three-Tier Distribution for All

Maker

- Setting up distribution in a new state is as easy as entering information online and uploading a license.
- Increased efficiencies in the delivery process.
- Transparency in LibDib’s 14% margin.
- No bill backs, no aging inventory or buying back product.
- Makers are free to leave at-will as LibDib will not enforce Franchise Laws.
- Makers receive payment in 30 days or less, with easy to read, useful sales reports available at all times.
- All Makers (regardless of size) are treated equally. No favorable placements, advertising or incentives.
- Sales materials are uploaded once for all markets.



The Distributor for Small Batch Beverages

Buyers

- Access to hard-to-find craft spirits and small production wines.
- No minimums.
- Exploring, purchasing and paying for products is convenient, easy and three-tier compliant.
- No middleman—Buyers can communicate directly with the Makers (and vice versa), whenever, via the platform.
- Compliant delivery in each market.
- Easy re-ordering with order reminders and digital tools to restock shelves with a single click.

The Company

Founded: June 2016

Product: The LibDib platform launched in March 2017. Sales on the platform are currently available in California, Colorado, Florida, Illinois, New York and Wisconsin.

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