

GO LIVE WITH



Virginia (Wine Only)

Step-by-step instructions to sell Wine in the Old Dominion State

PLEASE NOTE: The following information is constructed to serve as a guideline for entry into the state. It is not purported to be legal advice. For specific compliance and legal inquiries, please seek independent legal counsel.

The Path To Virginia

New to On Demand? Review these Helpful Links:

[FAQ's: RNDC On Demand](#)
[A Maker's Guide to RNDC On Demand](#)

Estimated time to market

- Up to 45 days.

1. Compliance

To sell in Virginia, RNDC requires the following documentation:

- All Makers:
 - Copy of TTB License of the winery.
 - FedEx Alcohol Shipper's Permit. More information can be found [here](#).
 - [LibShip certification](#).
 - Using ASE, MHW, or Park Street?
 - When filling out the onboarding please select one of the above companies and RNDC with work directly with them to obtain your Brand Registration Numbers and State Compliance Documents
 - Using a Co-packer or contract winery?
 - RNDC needs the license of who gets paid. If the product is still owned by the co-packer at the time of purchase, that is the license that is needed.
- In State Makers
 - Copy of Virginia State license
- Out of State Makers:
 - Copy of home state alcohol license.
 - Importers must apply for an [Importer's License](#) and designate an authorized distributor.
 - Makers must complete the [Franchise Designation Form](#).
 - Register each specific label with the Virginia ABC. Click here: [Virginia Product Registration guide](#).
 - Any applicant who wishes to have persons solicit sales for your company in Virginia during the application period are required to obtain a Solicitor Salesman Permit for each person. To obtain such a permit, please [click here](#) for more information.

- RNDC Virginia License and Information:
 - VA Wine Imp #85627
 - VA Lic No Wine #85629
 - VA Out of Bond Permit #85630
 - Basic Permit Importer - VA-I-21063
 - Basic Permit Wholesaler - VA-P-21100
 - All RNDC physical addresses can be found at www.rndc-usa.com

*This guide is meant to provide information to Makers about the documents needed for distribution. Both LibDib and RNDC recommend Makers work with alcohol compliance experts to ensure adherence to all laws and regulations.

2. Communications and Accuracy

- All Makers new to RNDC On Demand must email makers@libdib.com in order for the markets to be visible within your LibDib account. Send an email titled “New Maker: RNDC On Demand” and request access within the body of the email.
- RNDC is the official distributor of record for Maker selling in the On Demand division in Virginia.
- LibDib is the technology that supports the division.
- Dean Parker is the Portfolio Manager for all RNDC On Demand markets. The Maker Team at LibDib will be your assistance for onboarding questions about the platform.
- Streamlining communications makes the process go faster and smoother. On all emails, please include:
 - Dean Parker: dean.parker@rndc-usa.com
 - LibDib Maker Team (Makers): makers@libdib.com
- Being accurate with all information, the spelling of brands and products, sizes, alcohol levels etc. is very important. If there are mistakes that need to be corrected, it is like starting the process over. Please check that all RNDC On Demand submissions are correct and accurate.

3. Account Set Up

- RNDC on Demand Makers need to have both a LibDib account and an eRNDC account.
- New to LibDib? [Click here](#) to set up your account.

- To set up your eRNDC account, please send the following information to Dean and the LibDib Maker Team. The Subject of your email should be “New RNDC On Demand Supplier: Virginia”.
 - State Name (Virginia)
 - License Holder Name
 - Attach TTB Basic Permit, Home State License and any Virginia specific permits.
 - If applicable, Broker name
- See below for images of what Dean needs to submit to set up a new Supplier.

- Once the web form from RNDC is received, Suppliers MUST check the “Using RNDC LibDib” box. Not checking this box will cause delays.

- You will be notified when the RNDC account setup is complete. Please reach out to Dean if there are any further questions.
- If you can not access your eRNDC account, please follow these steps: [Set up eRNDC account](#)

- Still having trouble accessing your account? Please reach out to Dean Parker.
- How to access your eRNDC and LibDib accounts?
 - To access eRNDC please go to, erndc.com
 - To access LibDib please go to, libdib.com

4. Pricing

- Pricing in the RNDC on Demand model is different from LibDib's other markets. Makers will need to supply the FOB and Suggested Retail Price to Dean Parker who will lead a pricing discussion and determine pricing tiers.
- Pricing cannot be manually adjusted.
- *More details will be discussed during the pricing conversation with the RNDC Portfolio Manager (Dean Parker)*

5. Product Set Up

Follow these steps to build out your account after price has been agreed upon:

- Login to your eRNDC account and [add products](#).

Select the brand name on the left panel, then navigate to the Distribution States tab and select Virginia. THIS IS IMPORTANT. **SKIPPING THIS STEP WILL CAUSE DELAYS IN SET UP.**

eRNDc Hi, Gretchen

DASHBOARD TEAM SERVICES PRODUCTS MARKETS PREVIEW RESOURCES Fumana International Ltd

Supplier BRANDS Angry Giraffe SPIRITS Angry Giraffe RNDc CREATED ARCHIVES NOT VALID

Brand Information

Describe your company and brand here. From the tabs below, add images, video, collateral and reviews that will showcase your product in the store. If you have more than one brand, click on ADD BRAND to the left. When you're ready to add your first wine, click on ADD WINE

Brand Information Brand Media Collateral and Reviews **Distribution States** Your Uploads Elevate Access

RNDc Distribution States

RNDc Western States are listed in **blue**.
 RNDc Open States are listed in **red**.
 RNDc Control States are listed in **black**. Control States are for information purposes only. To finish your distribution request- you will need to reach out to your local state representative to ensure your offering is approved and processed
 Distribution state boxes are highlighted in **orange**. Distribution states cannot be disabled.

Alabama <small>Control State</small>	Arizona	California	Colorado
District Of Columbia	Florida	Georgia	Hawaii
Indiana	Kentucky	Louisiana	Maryland
Michigan <small>Spirits Controlled</small>	Mississippi <small>Control State</small>	Nebraska	New Mexico
North Carolina <small>Spirits Controlled</small>	North Dakota	Ohio <small>Control State</small>	Oklahoma
Oregon <small>Spirits Controlled</small>	South Carolina	South Dakota <small>Control State</small>	Texas
Virginia <small>Spirits Controlled</small>	Washington	West Virginia <small>Control State</small>	

Supplier BRANDS Ekendal WINES Ekendal_Rosé Ekendal Cabernet Sauvignon-Merlot Ekendal Methode Cap Classique Brut Ekendal Sauvignon Blanc-Chardonnay Ekendal Shiraz-Petite Verdot Ekendal Charisma Ekendal Pinotage Ekendal Cabernet Sauvignon-Merlot (I) Ekendal Janina Unwooded Chardonnay Ekendal Classique Ekendal Infused by Earth Cabernet Franc Ekendal Merlot RNDc CREATED ARCHIVES

Allocated Craft Kosher Organic

Fine Wine

Package Information Show Archived Packages Show Invalid Packages

750mL Bottle - 12 in case - Screw Cap Ekendal Rosé
 UPC:6026568000204 SCC:9999999999999999 eRNDc ID: 3226-18

Make a Distribution Request in 3 easy steps:

- Select Distribution States**
 To select distribution states, navigate to the products tab and select the brand from the drop-down on the left navigation panel (do not select a Label below).
 The Distribution States tab will appear to the right, make any applicable State selections and Save.
- Select Packages (for this request)**
 1Packaged Product has been selected.
- Choose States (for this request)**
 If you don't see the applicable state listed here, go back to Step 1.

Submission Understanding
 After submitting I understand that state specific information will be prepared and made available immediately to me on my Markets tab. I understand that I will be notified through the platform and optionally through email messages progress and status updates.
Once an item is under review only administrators can update attributes.

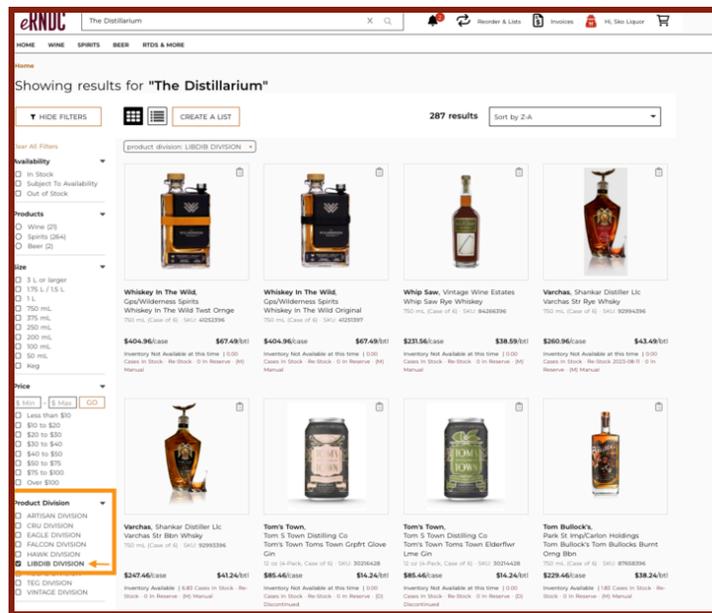
- Select the product from the left panel, select the product info box in the package information, **select Virginia as the state** and submit. Then, send an

email to Dean and Maker Team to confirm the set-up. Response turnaround time is 7-10 business days.

- Go to your LibDib account and repeat the process in the Virginia market.
- Makers will need to notify Dean Parker and the LibDib Maker Team when set up on both eRNDC and LibDib has been completed.
- Once RNDC has processed the request, LibDib will link the products and send a completion notification.

6. Time to Sell

- Use LibDib’s digital tools to submit [Digital Requests](#) on your LibDib account.
- If the buyer has not claimed their eRNDC account, they can do so [here](#).
- Your products will be visible and available for purchase on eRNDC. Buyers can search for them by name or by Product Division, “RNDC On Demand” See image below.



7. Shipping Corner

- Please write “RNDC On Demand - Take to Warehouse Receiving” on the outside of the case when shipping. [Click here to download printable labels.](#)
- If you receive a backorder/ return notification you must replace the [Digital Request](#).

- Makers must ship all orders using [LibShip](#) as the delivery service. Information about LibShip may be found [here](#).
- The cost of LibShip is paid for by RNDC. It will not be billed back to the Maker.

8. Receiving Orders

- Makers will receive an email with the Purchase Order and shipping labels or freight information. [Click here](#) for more information on freight.

9. Shipping Orders

- Makers are required to ship to the “Ship to Location” indicated on the shipping label within 24 hours.
- Makers are responsible for getting the shipment(s) to FedEx Drop off locations. Makers also have the option to include the package(s) with their regular FedEx pick ups or to schedule one if needed (more info [here](#)). Locations can be found [here](#).
- LibShip labels and any applicable pickup fees are included within the RNDC on Demand operating margin. Unlike LibDib, Makers will not be billed back for first leg shipping with RNDC On Demand.
- FedEx will deliver the order to RNDC’s warehouse. The order will be checked in and delivered to the Buyer via an RNDC delivery truck.

10. Get Paid

- RNDC is the distributor of record, therefore payments to Makers will come from RNDC not LibDib.
- RNDC location needs to receive an email from the Maker with the Accounts Payable information so payment can be set up. Please send the below information to SUPPLIER-VA@RNDC-USA.COM
 - Maker name (exactly as it is in eRNDC)
 - Accounts receivable contact name
 - Billing address
 - Phone number

Note: RNDC on Demand Markets have different payment terms. Click [here](#) for more info.
Still have questions? Reach out to us at Makers@libdib.com