LibDib Live! Welcome!

- **The Dream Team!**
- **What Does LibDib Do?**
- **Who Can Work with LibDib?**
- **What Do I need to work with LibDib? (Compliance)**
- **How Does LibDib Work?**
- **Shipping**
- **How Much Does LibDib Cost?**
- **New in 2025**
- **Success=Gold, WHY?**
- **Questions!**

libdib

Meet the Platform Experience Team

Jennifer Bettencourt
Portfolio Manager

Mary Connolly
Portfolio Manager

David Threfall
Logistics/RNDC On Demand

Angelique Burd
Portfolio Manager

Andrew Bowman
Business/Key Account
Development

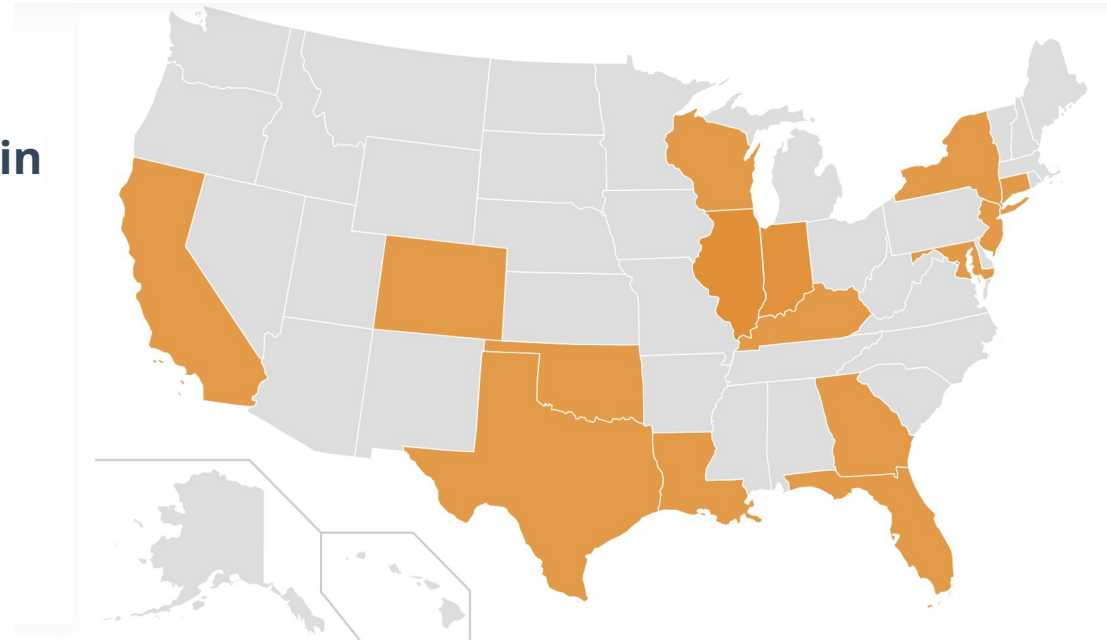**Rachel Minor (on Maternity Leave!)**
Sr. Portfolio Manager

What Does LibDib Do?

- LibDib is a **licensed wholesale alcohol distributor** in **10 states.** (CA, CO, IL, WI, FL, NY, NJ, MD, CT, DC)

- LibDib is a **Broker** in PA.

- LibDib provides a **national market** for non-alcoholic beverages.

- LibDib is the technology behind a **selling division within RNDC: RNDC On Demand (TX, IN, OK, GA, KY, LA)**

- Any Maker, any market, all quantities.

- No trucks, sales reps or warehouses full of inventory.

- 'Just-In-Time' inventory model where common carrier and distributor partners get products to where they need to go, compliantly.

libdib

What Does LibDib Do?

- LibDib is a **licensed wholesale alcohol distributor** in **10 states.** (CA, CO, IL, WI, FL, NY, NJ, MD, CT, DC)

- LibDib is also technology behind a **selling division within RNDC: RNDC On Demand (TX, IN, OK, GA, KY, LA)**

- BETA: LibDib is a **Broker** in PA.

- LibDib provides a national market for non-alcoholic beverages.

libdib

Who can work with LibDib?

- All Makers are welcome: Wineries, Distilleries, Importers

- Makers must be legal and compliant

- Foreign Brands via Importers

- Rectifiers, other producers making your product:

RULE OF THUMB: We pay the licensee....who is that entity and then what is your deal with them?

libdib

What do I need to Work with LibDib?

1. **TTB Basic Permit**

2. **Home State License**

3. **Permit/Licenses required by EACH state you are doing business in**

4. **FedEx Alcohol Shippers Agreement**

libdib

How Does LibDib Work?

Sign up at LibDib.com

Add brand story & product information

Apply for state-specific compliance (if needed)

Determine shipping cost & enter pricing for approval

Buyer places order through LibDib, EDI, email or Maker provides Digital Request

LibDib directs Maker where to ship and provides mandatory shipping labels

Account receives order

LibDib handles invoicing & pays Maker in 60 days

libdib

How does RNDC On Demand Work?

Sign up at LibDib.com and RNDC (via New Supplier Onboarding form)

Have a call with the Portfolio/Finance Manager to confirm pricing

RNDC updates pricing & Warehouse system

Build Buyer relationships, and place demand requests on LibDib

Buyer places order via eRNDC or Maker submits Demand Request through LibDIb

LibDib directs Maker to ship to appropriate RNDC warehouse (and provides mandatory shipping labels)

Product is received, checked in, and slotted for delivery. RNDC trucks deliver

RNDC handles invoicing & pays Maker. Terms vary by state.

libdib

Shipping

- LibShip for the WIN!
  - Compliance
  - Tracking
  - Bill Back for First Leg
- Need to have:
  - FedEx Alcohol Shipping Agreement
  - LibShip Certificate
- SHIP SAFE!!! #1 challenge with shipping is breakage when things are not shipped safely.

LibShip Pricing per Tier

	libdib gold	libdib silver	libdib+	libdib
Inidvidual Shipments				
travelling up to 600 mi. (up to 45lbs)*	$15	$16	$18	$19
travelling 601+ mi. (up to 45lbs)*	$20	$21	$23	$24
Adding Declared Value to Shipment	Included	Included	$5	$5
Easy Pick-up Scheduling	Included	Included	Included	Included
Freight				
Processing fee	waived	waived	$25	$25
Extra Benefits				
FedEx Certified Shippers	15% off	15% off	10% off	10% off

*Shipments must be 45lbs or under. Any shipment exceeding 45lbs will incur an additional $30 fee.

11

How much does LibDib cost?

1. **LibShip: Billed Back, varies (does not include RNDC On Demand)**
2. **LibDib Mark-up (does not include RNDC On Demand)**
   - Gold 14%
   - Silver 15%
   - LibDib+ 16%
   - Free 20%
3. **Taxes**
4. **Dock and Delivery fees**
   - All Dock and Delivery fees across the country are $12
   - If an offering hits a warehouse in a non-at-rest state (NY and FL) for chain consolidation or inventory purposes, a Dock and Delivery fee of $10 will be added on to the price of the item

libdib

New in 2025

- New mark-up for LibDib Basic: 20%
- PA Presentations
- Digital Blitz Beta for Gold
- AMA Sessions for Gold Members

libdib

UPGRADE TODAY

libdib gold   libdib silver

Success= Gold? Why?

1. Reduce costs:
   a. 14% vs 20% mark-up
   b. LibShip Discounts
2. Save time: Portfolio Management
3. Chain/Inventory Support
4. Potential Key Account Connections
5. Discounts on other services
   a. Feet on the Street
   b. Diverse Powered Brands
   c. Shipping Materials

libdib

Question 1: How Do I get started on LibDib

Brand New Makers: Highly Recommend Gold for at least 6 months. *You will save time and money!*
Experienced Makers: Have a Plan, Follow the Plan

- Do you have an e-commerce fulfillment partner?
- Is there an in-market strategy? Feet on the Street database.
- Do you have existing customers to reach out to?
- Do you fit the criteria for chains?
- What markets/buyer segments should I target?

libdib

Question 2:
How can I be Successful on LibDib

- Use our Tools (Go Live Guides, Help Center, Digital Requests)
- Don't Post and Pray: Have a Plan
    - What is your E-Premise (track and use results for further distribution!
    - Feet on the Street
    - Digital Sales
    - Chains: Total Wine etc.

- **Remember: We are on the same team!**

libdib

Question 3:
Is LibDib a good choice for my winery/distillery?

- Are you brand new to the industry? YES
- Are you willing to do the work (read, visit accounts, SELL): YES
- Have you been working with traditional distribution and are still doing all the work yourself? YES
- Do you have accounts that are interested but other distribution companies won't call you back? YES
- Are you technology knowledgeable? YES
- Are you able to ship in a timely, safe matter: YES

libdib

Thank You!

How to reach us: Makers@LibDib.com

libdib