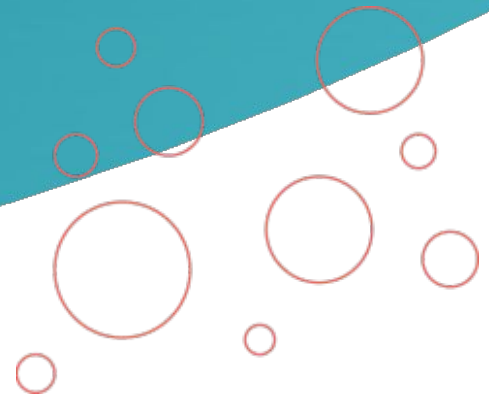


Rethinking Routes to Market: LibDib Distribution & California Wine

*LibDib's Hybrid Distribution Model for Wineries in California:
Two Routes to Market. Lower Fees. Full Control.*



Who We Are



A Modern Alcohol Distributor Built for Today's Brands



Licensed distributor in CA + 9 other markets;
enables distribution in 18 states



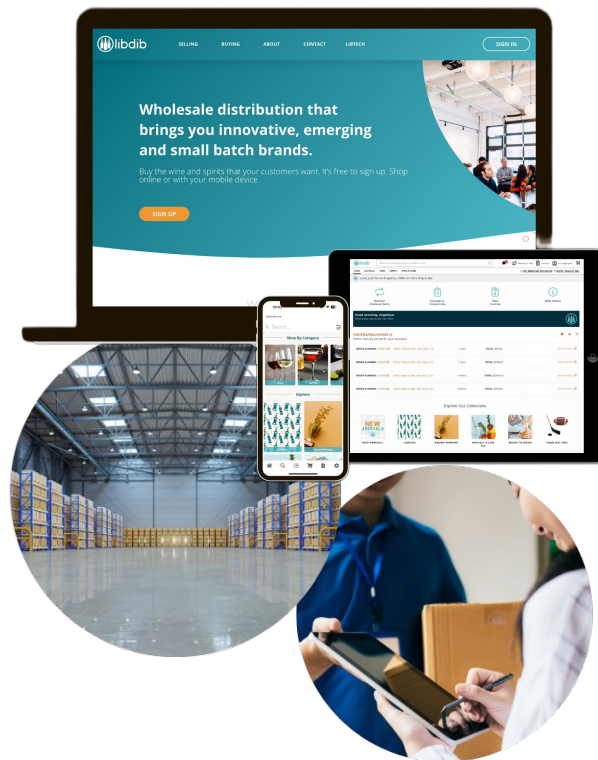
Technology-first platform with full three-tier
compliance



Built to empower Makers (suppliers) of all sizes



[Distribution à la carte](#): you choose what you use



Route 1: Chains and National Accounts



- **Route:** Orders fulfilled via LibDib's warehouse, delivered by buyer-authorized trucks.
- **Use Case:** Chain placements and high-volume buyers that require consolidation, merchandising, and warehouse receipt.
- **Gold Member Fee Structure:** 14% Distributor Margin (significantly below the industry norm).
- **Logistics:**
 - LibDib carries inventory and handles delivery coordination, compliance, and payments.
 - A third-party company (BluePrint Beverage) has statewide merchandising capability.



Route 2: Independent Retailers, Bars & Restaurants



- **Route:** Direct-ship from winery or bonded warehouse using **LibShip**, LibDib's optimized shipping platform.
- **Use Case:** Independent accounts comfortable receiving one case at a time via a common carrier.
- **Fee Structure: 7% Distributor Margin** + shipping (as low as **\$20/case statewide**).
- **Logistics:**
 - Wineries receive a LibDib shipping label.
 - Winery packs and ships—just like a wine club order.
 - LibDib handles billing, payment collection, and all compliance/reporting.

How It Works: Seamless Distribution



- Buyers place orders online via LibDib, EDI, or even through text/call.
- Wineries can initiate the order through a **Digital Request** if needed.
- LibDib facilitates the entire backend: compliance, invoicing, reporting, and payment processing.
- *Buyers enjoy streamlined product discovery and simplified purchasing through LibDib's advanced e-commerce platform. Marketing opportunities are also available.*

Tech-Forward Transparency

Real-Time Data. Total Visibility



Live Sales + Order Tracking



Buyer Behavior + Trend Insights



Inventory + Fulfillment Transparency



Make Informed Decisions—Faster

Why It Works: LibDib Unlocks Value



- **Flexibility:** Choose warehouse fulfillment or direct-ship depending on the buyer.
- **Efficiency:** Avoid excess inventory and high-cost delivery when not needed.
- **Savings:** Lower fees keep more margin with the winery—without giving up distribution support.
- **Scalability:** The model grows with the brand, from independents to chains.

Why LibDib?



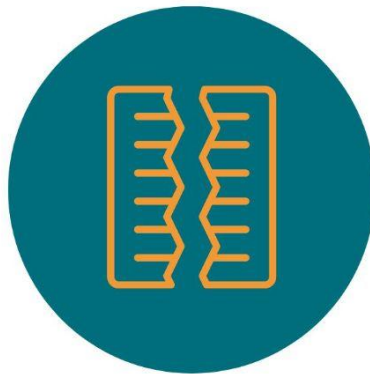
The Future of Distribution Starts Here



**Flexible.
Scalable.
Transparent.**



**No
Monthly
Minimums**



**No
Long-Term
Commitments**



**Distribution
Built Around
Your Brand**

Let's Build Your California Strategy

Ready to Get Started?



makers@libdib.com



[LibDib.com](https://libdib.com)



How to Go Live In California:
[Wine](#)

