



LOCAL EXPERTS.

NATIONAL REACH.

**INDEPENDENT
DISTRIBUTOR NETWORK**

WHO WE ARE

INDEPENDENT DISTRIBUTOR NETWORK WAS ESTABLISHED IN LATE 2019 WITH THE GOAL OF OVERCOMING INDUSTRY CONSOLIDATION BY OFFERING A NEW MODEL FOR WINE AND SPIRITS DISTRIBUTION.

The alliance of members consists of 26 local distributors in Alabama, Arkansas, Colorado, Connecticut, Delaware, DC, Georgia, Illinois, Iowa, Kansas, Kentucky, Maryland, Massachusetts, Maine, Michigan, Minnesota, Mississippi, Missouri, Nebraska, New Mexico, North Dakota, Oklahoma, Oregon, South Dakota, Tennessee, Texas, and Wisconsin.

IDN provides a sales, marketing, and distribution solution for mid-to-large scale wineries and distilleries seeking a fair and equitable opportunity for national sales and distribution services, through a combination of brand building, local market expertise, and proven growth strategies.

OUR ETHOS

PURPOSE



We exist to create equity and opportunity in the wine and spirits distribution business.

VISION



Build a scalable business model that will revolutionize the way wine and spirits are distributed in the United States, creating more choice for the consumer, better options for the buyer, and industry leading execution for the supplier.

MISSION



Provide a sales, marketing, and distribution solution for mid—to-large scale wineries and distilleries seeking a fair and equitable opportunities to cultivate their businesses, through a combination of brand building, local market expertise, and proven growth strategies.

VALUES



Support locally-owned, statewide distributors - Our members are diverse and distinct, and we believe our individuality is our strength. We are passionately committed to our local communities, and we offer an option for suppliers who seek an alternative for local, regional, and national distribution.



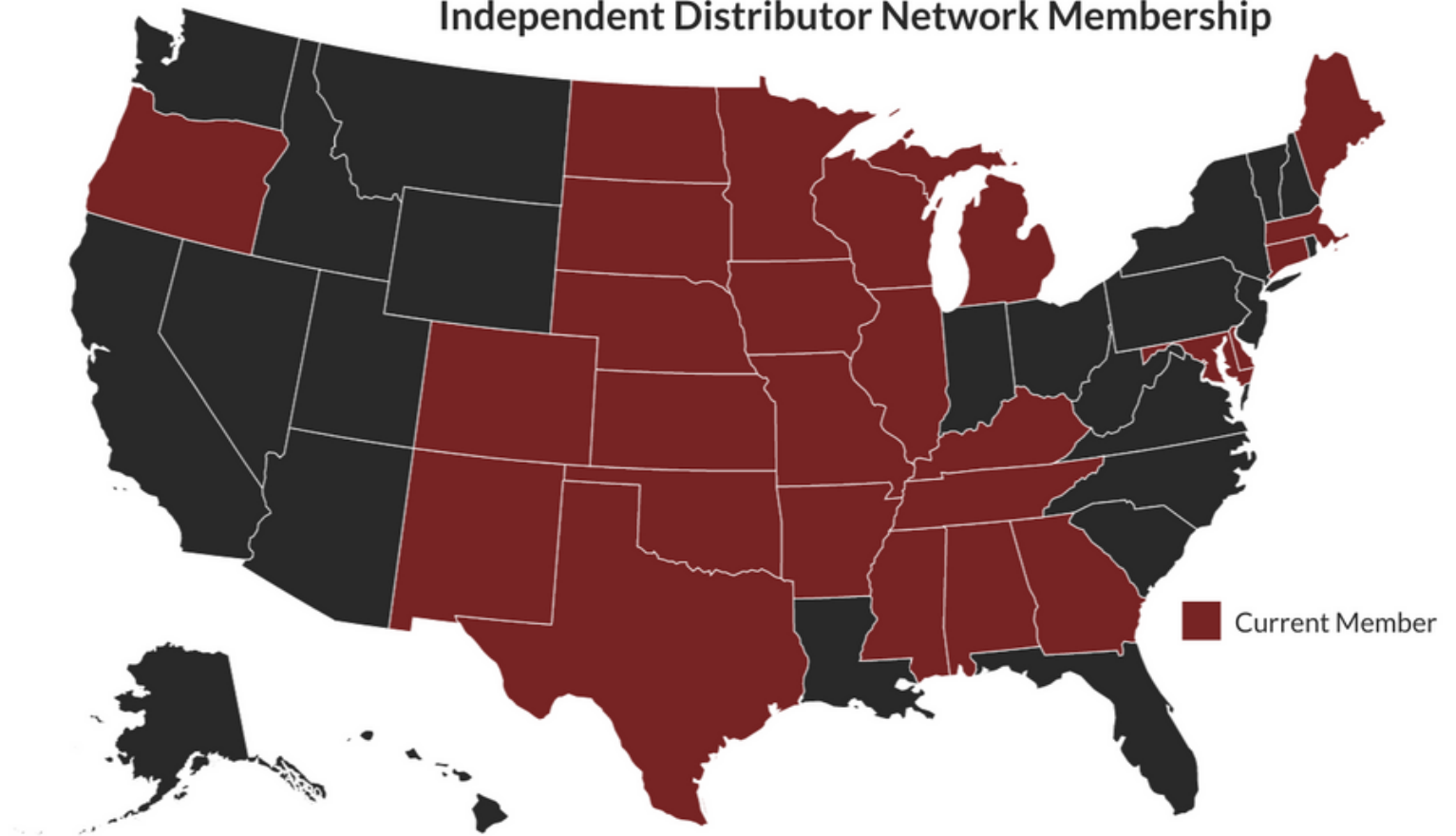
Bring equity to wine and spirit suppliers - Continued consolidation in wine and spirits distribution has limited opportunities for most wine and spirits suppliers to secure distribution. We will offer them an alternative, more equitable solution.



Embrace modernity and innovate - We thrive through change, embracing a fast-changing business environment. We are always looking for better solutions to today's distribution problems.

MEMBER MAP

Independent Distributor Network Membership



MEMBERS

AJAX TURNER
Co., Inc.

CASK & CORK
— T —
DISTRIBUTING

SLOCUM & SONS




TRADEMARK
WINES & SPIRITS
A DIVISION OF GREY EAGLE DISTRIBUTORS

EST. 1948
KENTUCKY
EAGLE


KNOXVILLE BEVERAGE

MadVINES
& SPIRITS



 PRESTIGE·LEDROIT
DISTRIBUTING CO.



Established 1933

Ruby Wines, Inc.




VINOCOPIA

MEMBERS

MAD VINES & SPIRITS, AL / MS

Founded through a love for artisanal wine and spirits, MadVines & Spirits, Inc. is a fully operating importing, distributing, and brokerage company for wine and spirits. MadVines is headquartered in Jackson, MS and serves Mississippi and Alabama.



ARKANSAS WINE & SPIRITS, AR



Arkansas Wine & Spirits was founded in 2017 after years of dormancy waiting for the right time. We cut our teeth in beer and non-alcoholic beverage distribution and our new venture initially entered the wine & spirits market with a limited book focused on boutique wines from California and a single import relationship with assorted products from France, Italy and Spain.

Within the next 18 months we continued to develop our wine portfolio with a focused niche in small producers and natural wines. Around this same time we started to sprinkle in select import and regional craft beers, not so much because we saw an opportunity as much as we just really love beer and someone needed to keep with tradition. In 2019 we saw the huge opportunity in craft spirits and have since curated a high end domestic and international whiskey book as well as one of the best agave spirits portfolios in the state.

We have quickly jettisoned ourselves from a "sure why not" upstart to the 3rd largest player in the state which is exactly where we want to stay. Based in Little Rock, Arkansas but providing state wide coverage, Arkansas Wine and Spirits proudly invests in our people and our portfolio every chance we get. Our sales team is comprised of Sommeliers and WSET members from all levels and specialties which shows in our diverse portfolio. As we continue to grow, we strive to develop a culture as dedicated to creativity and honesty as professionalism and profitability.

MEMBERS

ELITE BRANDS, CO

Elite Brands of Colorado launched in 2003 with just two employees. All these years later, our fermentation process has produced a team of 90 current employees who consider it an honor to represent the finest makers of beer, wine and spirits to the good folks of Colorado.



Our educated and driven sales staff reside in the Colorado communities we serve. Not just any beverage makes it into Elite's portfolio. A lot of tasting and talking goes into evaluating potential brands for quality, sales and mutual growth potential. From our internal tasting room to campsites and trailheads, we have to love it before our Colorado friends can drink it.

SLOCUM & SONS, IMPORTERS & PURVEYORS OF FINE WINE & SPIRITS, CT



Slocum & Sons was founded in 1976 as the first distributor in Connecticut to specialize in fine wine. In the years since then, we have expanded our portfolio to include high-volume consumer favorite wines and category-leading craft spirits.

Slocum & Sons provides customers with profitable products that resonate with the consumer, leading to greater sales velocity and value for the Connecticut market.

MEMBERS

EAGLE ROCK DISTRIBUTING COMPANY, GA



America's beer distributors provide transportation, refrigerated storage and maintenance for beer, a perishable product, from the time it leaves the brewery or importer until it arrives at a retailer such as your neighborhood bar, restaurant, convenience, grocery or package store.

Eagle Rock Distributing works within an effective state-based system of alcohol regulation. We are licensed by the county, state and federal government. We source beer only from licensed brewers or importers, and we sell only to licensed retailers. Alcohol is not like toothpaste or snack foods and it is not regulated the same as other products. Alcohol is also the subject of two constitutional amendments. State-based regulation of alcohol, which was established by the 21st Amendment, allows each state the flexibility to deal with local needs, demands and circumstances. A one-size-fits-all approach to alcohol regulation does not work. People in Georgia feel very differently about alcohol than people in Utah or New York.

PURE WINE COMPANY, IL / WI

Pure Wine is a family-owned and operated wine distributorship. With over 600 wines from 17 countries around the globe, we pride ourselves on bringing the world's finest wines to the doors of our customers. People, Passion and Selection have been the keys to establishing successful business relationships with more than 1000 restaurant and retail accounts in Illinois.



MEMBERS

CASK & CORK DISTRIBUTORS, IA / ND / SD



Dedicated to bringing the finest in Wine and Spirits to the Midwest from around the world, Cask & Cork Distributing, South Dakota's only locally owned and operated distributor, was founded in 2008. Cask & Cork offers full distribution in South Dakota, North Dakota, and Iowa. The company is comprised of industry professionals with extensive backgrounds in premium wine & spirit sales. The people of Cask & Cork share the goal of providing excellent service to our customers and to our suppliers.

Cask & Cork's products are unique and important to both the sophisticated and emerging wine consumers. Cask & Cork believes that leadership and success in fine wine distribution begins by identifying products that will be innovative tomorrow while paying attention to the needs of today's wine enthusiast.

WORLDWIDE BEVERAGE GROUP, KS

Turning Passion into Profession



Founded in 2000, Worldwide continually aspires to be a premier distribution partner to our suppliers and customers. We take a progressive approach to the industry and our market by presenting products of quality and value that meet the demands of our customers. Built on a cornerstone of hard work, great service, and unwavering integrity, our cohesive culture allows us to exceed our suppliers' expectations and to identify and strive to meet our customers' needs. Our portfolio of Wine, Spirits, and Beer has been carefully selected by our dedicated and talented team and is distributed throughout the state of Kansas.

MEMBERS

KENTUCKY EAGLE WINE & SPIRITS, KY



During the Great Depression, OA Bakhaus took a risk and relocated his family from Oklahoma to Lexington, Kentucky to make a better life. He worked tirelessly, acquiring several businesses, including the purchase of Bennie Robinson, Inc in 1948 – the one that would become Kentucky Eagle. A lot has changed since then. Beers have come and gone; the business has grown in size and scope. Second-generation leader Ann Bakhaus took the company from an exclusive Anheuser-Busch distributor to a total beverage distributor.

What hasn't changed is the will to go above and beyond every day. Excellence in all we do. Connection to our community.

Today, Mr. Bakhaus' legacy is carried on, through the third generation of leadership and the work of the entire Kentucky Eagle team. From our 19,000 square foot, LEED-certified facility, we distribute beer to central and southern Kentucky, and wine and spirits statewide.

SOPO WINE CO, ME

"We won't sell it, if we won't drink it!"



SoPo Wine Co is a wholesale distributor of wine and beer in the wonderful state of Maine. Started in 2005 by Catherine Oster and her husband, the idea was that they would only sell wines that they wanted to drink. Our 16 year old motto remains unchanged.

We sometimes call it a cult more than a business. Everyone that works here is fully vested in offering the highest quality product and the most efficient service possible. What we do isn't so much by choice but a calling. Wine is really cool, all that history and geography!

MEMBERS

PRESTIGE LEDROIT ELKRIDGE, MD



Prestige-Ledroit Distributing Co. came to be when Prestige Beverage Group, a distributor of wine, spirits, and beer in Maryland, DC, and Delaware, merged with Ledroit Brands, a distributor of craft spirits in DC, in 2016. Prestige Beverage Group was founded by Joey Smith in 2009 to serve the mid-Atlantic region as an independently owned distributor. Ledroit Brands formed in 2008 by former restaurant and bar managers to provide restaurants and retailers in DC with products they could not otherwise find from the larger wholesalers. Together, Prestige-Ledroit combines curated selections of fine wine and premium craft spirits with flexible, personalized customer service from DC to the Delaware beaches and all points between.

RUBY WINES, MA

Samuel Rubin, along with his son Irving, founded Ruby Wines in 1921 – then named Ruby California Products.

Beginning as a syrup and soda business, Ruby Wines sold products such as Ruby Root Beer. Because of the limited sugar supply during World War 1, the Rubin's were forced to give up the business. When prohibition ended Ruby Wines was reborn – this time bottling fortified wines from California.

Ted and Robert immediately joined the ranks at Ruby Wines in the 60's and continued to grow the business. Ted's son Brad joined the company in 1992 after college as the fourth generation of Ruby Wines. Bob's daughter Jaime joined the company in 2010.



MEMBERS

IMPERIAL BEVERAGE, MI

Imperial Beverage is a long-standing member of the Michigan beverage distribution community. Established in 1933 after the repeal of prohibition and purchased by Kalamazoo's Cekola family in 1984, Imperial has grown from a one county beer distributor to a top 10 statewide beer, wine & spirits wholesaler. With over 300 employees and 4 locations in Kalamazoo, Livonia, Traverse City and Ishpeming, Imperial provides statewide coverage that serves every Michigan County, every week, all year long.



VINOCOPIA, MN

Vinocopia is a wholesale distributor of wine and spirits located in the Minneapolis area of Minnesota. Founded in 2004, we are proudly family-owned and operated, providing our supplier partners and customers the best experience possible with each brand we represent. Our sales team and delivery area covers the entire state servicing both on and off-premise as well as national accounts. Our in-house marketing department offers full graphic design services and production, social media management and photography.



Vinocopia's diverse portfolio of wine and spirits encompasses over 30 countries featuring 300 plus brands and over 1,500 products. We take great pride in our industry experienced Brand Managers, trusted to maintain each brand and source products that fit the Minnesota market. Each member of our team is fully dedicated to providing the most knowledgeable advice and service, treating every customer with the care and respect they deserve.

MEMBERS

TRADEMARK WINES & SPIRITS MARYLAND HEIGHTS, MO



Trademark was founded in 2010 by St. Louisan Cal Nicholson, Owner Nicholson Jones Selections, a Napa Valley winery producing sought after, low production wines from Napa's premier vineyards. Trademark was acquired by Grey Eagle Distributors in January of 2020 and now serves as the company's Wine and Spirits Division. Grey Eagle is owned by David Stokes who purchased the company in 2005 and has since grown the business thru both territory and portfolio expansion. Grey Eagle is the largest beer distributor in Missouri and one of the largest distributors in the Midwest with warehouse locations in St. Louis, Kansas City, Desloge and Belleville, Illinois.

Trademark's commitment to excellence in service and product is a clear differentiator in the Midwest marketplace, helping small producers grow their brands while serving as a resource to retailers desiring to diversify their offering with outstanding fine and value-driven wines.

QUENCH FINE WINES, NE

Quench brings more than 800 wine labels to Nebraska from a number of domestic as well as international vineyards from around the globe. From classic and complex to exciting and whimsical, we bring you the best fine wine from a large variety of vineyards. Our portfolio has a robust selection of wines from California, Oregon, Washington as well as around the world. When it comes to imports, Quench has searched the globe to bring you exciting wines of distinction from countries like France, Argentina, Greece, Spain and Australia. From low end to high end, our entire portfolio has only one constant theme: value. The price to quality ratio at all levels in our collection is simply remarkable.



MEMBERS

FAVORITE BRANDS, NM / TX

PROFICIENCY. PRIDE. PASSION.



Favorite Brands represents some of the best local, national, and imported craft beer, wine and spirits. We take immense pride in our portfolio as well as the way we go to market. Our partners are our family so our customers, suppliers, and employees are of the utmost importance.

THIRST WINE MERCHANTS, OK

Thirst Wine Merchants, established in 2006, is an Oklahoma-based distributor of fine wines from around the world. Our portfolio is comprised of small family-owned producers and our goal is to provide the highest level of customer service and finest selection of products in the state of Oklahoma. We transport all of our wines in refrigerated trucks and store all of them in our climate-controlled warehouse in Oklahoma City.



Thirst Wine Merchants' stated promise from day one has been to always work hard for the only two things that really matter: our suppliers and our customers. If they are happy, we're doing our job.

MEMBERS

MITCHELL WINE GROUP PORTLAND, OR



The Mitchell Wine Group was founded in 2004 with one mission: to be the best independent wholesaler of fine wine in the state of Oregon. Our chief endeavor is to provide superior customer service to our growing list of clients.

Though we pride ourselves on our comprehensive portfolio of wines at all price points, our greatest asset is our employees. The Mitchell team is highly experienced and can guarantee you the best service in Oregon.

Along with our amazing group of domestic and import winery partners we represent these outstanding import portfolios: August Wine Group, Broadbent Selections, Folio Fine Wine Partners, French Libation, H.B. Wine Merchants, John Given Wines, Kermit Lynch, Natural Merchants, Niche Import Co., Olé & Obrigado, Quintessential Wines, Sera Wine Imports, Thomas Calder Selections, Vias, Vintus, Vinea Imports, and Wine Bridge Imports.

AJAX TURNER, TN



Founded in 1961, Ajax Turner began with one man, one truck, and one brewery. Today we are a multi-generational, family owned, wholesaler that distributes an extensive portfolio of beverages. We are honored to represent Anheuser-Busch, top selling local, regional, and import brewers, premium non-alcohol beverages, and a great selection of award winning wines and spirits from all over the world. We are proud to serve the Middle Tennessee area and continue to build our reputation one case at a time.

MEMBERS

KNOXVILLE BEVERAGE, TN

Knoxville Beverage Company was founded in 1961 by partners Orvis Milner and Frank Preston. In 1981 the Milner family purchased Mr. Preston's interests and became sole owners. In 1979 Mr. Milner's son, Michael, took over the day-to-day operation of the company and continued that management for 39 years. In 2014, Mr. Milner sold the company to Eagle Holdings, Inc.



The company is fortunate to represent many of the world's most recognized spirit and wine brands in the East Tennessee marketing area. Although the product portfolio focuses on premium brands, it also consists of many value brands that consumers enjoy every day.

Knoxville Beverage Company experiences consistent growth which management attributes to having the best employees, selling the perfect variety of products, while providing the best possible customer service.

IDN EXECUTIVE TEAM OFFICERS

David Browne

President



David Browne is the Senior Vice President of Portfolio Management at Ruby Wines in Avon, MA, and the current president for IDN. He has been working at Ruby for 11 years but boasts 30 years of experience in the industry. Prior to joining Ruby Wines, David owned his own distributor and importing company, Bluewater Wine, which operated in Rhode Island for a decade. He has also held previous positions at Commonwealth Wine and E & J Gallo. David is a Hingham, MA native, but now lives with his wife, Lisa, and their two children in Hanover, MA. His leadership and expertise will lend to and maximize IDN's success.

Mike Peters

Vice President



Mike is the Vice President and General manager for Ajax Turner Company in Nashville, Tennessee. Mike joined the team in 2016 after 28 years with Anheuser – Busch in various positions, including Director of Sales and Marketing in Louisville, Ky, Senior Director of Oklahoma, and State Sales Director covering Indiana, Kentucky, and West Virginia. Mike is a graduate of Bellarmine College with a degree in Business Administration.

Sarah Knight

Secretary/Treasurer



Sara Knight is originally from Brownsville, Texas, but has called Mississippi her home for over 3 decades. She believes it is the best-kept secret place to live! She grew up surrounded by the retail industry due to her family's wine and spirits store. The industry continued to be prevalent in her life when she fell in love with Norm Rush, the founder of BeauMad & Associates, a fine wine brokerage. 10 years ago, Sara and Norm began working together. However, about 3 years ago, Norm decided to retire and gave the reigns to Sara. In 2019, big changes occurred. The company merged with Zack McLeod, formerly of Magnolia Barrel House, a wine and spirits brokerage. Today, Sara acts as a strategic partner and one of the co-founders of MadVines & Spirits, along with managing partner and co-founder Zack McLeod.

David Stubblefield

Organizational Development



David Stubblefield was born and raised in Lexington, Kentucky. After graduating college at Eastern Kentucky University with a BBA in Business Administration – Marketing, he followed his dad's footsteps in to the Alcohol Distribution business and went to work alongside him at Kentucky Eagle Inc., becoming a second-generation employee of that family business, where he has had the pleasure of working with all three generations of the Bakhaus family. Throughout his career, his philosophy of management has been Servant Leadership. His main role is to do his best to help those around him achieve their goals and dreams. Having been with Kentucky Eagle for more than 37 years, he currently serves as the Vice President – General Manager of Kentucky Eagle Inc. and is the former president of the Independent Distributor Network LLC. David has been married for 33 years to his wife Pattie. They have been blessed with two daughters, two sons-in-law and to date one very special granddaughter, as well as several grand dogs.



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