

Go Live with Best Brands On Demand



Tennessee

Step-by-step instructions to sell
in The Volunteer 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 Tennessee

New to On Demand? Review this Helpful Link:
[The Differences Between LibDib and On Demand](#)

1. Compliance

To sell in Tennessee, Best Brands requires the following documentation:

- All Makers:
 - Copy of TTB License of the winery or distillery
 - Makers need to register each product for sale and appoint Best Brands as the Distributor with the Tennessee Department of Revenue.
 - For more information [please click here](#).
 - To register, [please click here to start an account and apply](#).
 - Original Wholesaler Contracts are available for download by region. Please complete and return to your Portfolio Manager or email to makers@libdib.com.
 - [Chattanooga](#)
 - [Knoxville](#)
 - [Nashville](#)
 - [Memphis](#)
 - To utilize LibShip services, a FedEx Alcohol Shipper's Permit is required.
 - More information can be found [here](#). It is also helpful to have a [LibShip certification](#).
 - Using an importer, Co-packer or contract distillery/winery?
 - Best Brands 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 Tennessee State (home state) license
- Out of State Makers:
 - Copy of home state alcohol license.
 - [Non-resident seller's permit](#).
- Best Brands Information:
 - All Best Brands physical addresses can be found [here](#).
 - License Numbers:
 - Knoxville: WLRWLS-KNO-2603520
 - Nashville: WLRWLS-RUT-2007408
 - Chattanooga: WLRWLS-BRA-1906623
 - Memphis: WLRWLS-SHE-2202966

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

2. Sign up at [LibDib.com](https://libdib.com)

Getting your products live on LibDib begins with a few essential setup steps that ensure your account, permits, and offerings are ready for distribution. This section walks you through choosing your plan, uploading required licenses, adding your brands and offerings, and submitting your pricing. Completing these steps accurately and in order will streamline the approval process and help you move efficiently toward selling in your chosen markets.

- [Pick a Plan](#): Gold, Silver, Plus or Limited. [Click here](#) for side by side comparisons
- Brand new to distribution? Consider a one month Priority Onboarding Package. Email makers@libdib.com for more information or sign up in your LibDib profile.
- [Upload your licenses and permits to LibDib](#)
- Add your brand and offerings, here's how: [click here](#)
- If you can't see the state of Tennessee in the markets tab, please reach out to makers@libdib.com and ask to be given Tennessee market permissions
- Set the price for offerings and submit in the Tennessee market, here's how: [click here](#)

3. Pricing Offerings and Logistics

- Pricing in the Best Brands On Demand model is different from LibDib's other markets. Pricing cannot be adjusted. Please reach out to Makers@libdib.com or Gold/Silver Portfolio Managers to discuss and finalize pricing. Please utilize [this calculator](#) to get an idea of Maker price and buyer price.
- Best Brands Margin = 30%.
- Makers use LibShip to ship cases directly to the Best Brands warehouse. This is the fastest and easiest option. All shipping costs are the responsibility of the Maker, with access to highly discounted LibShip rates. To request a quote and shipping label, please email libship@libdib.com. All LibShip charges will be billed back to the Maker.

5. Product Set Up

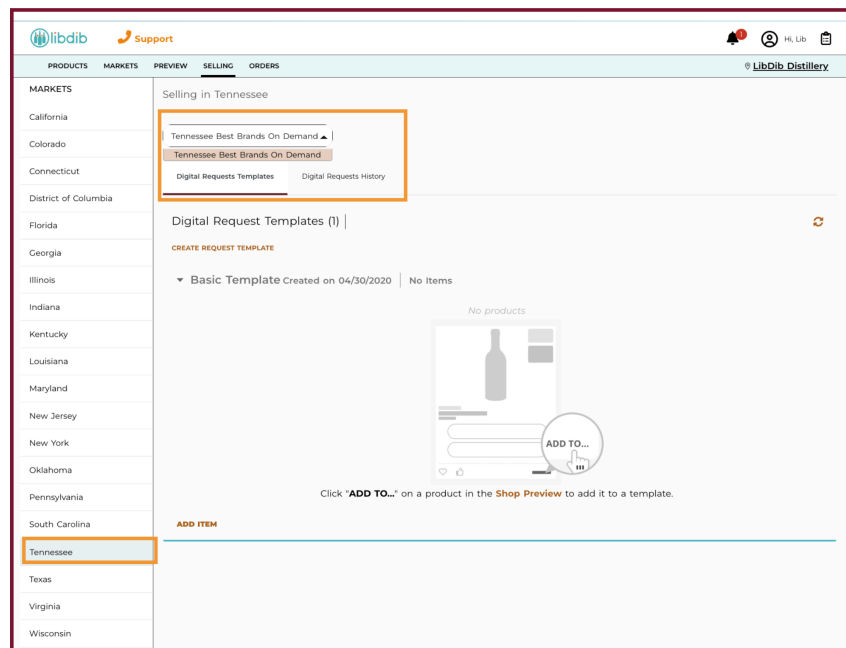
Follow these steps to build out your account after the price has been finalized:

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

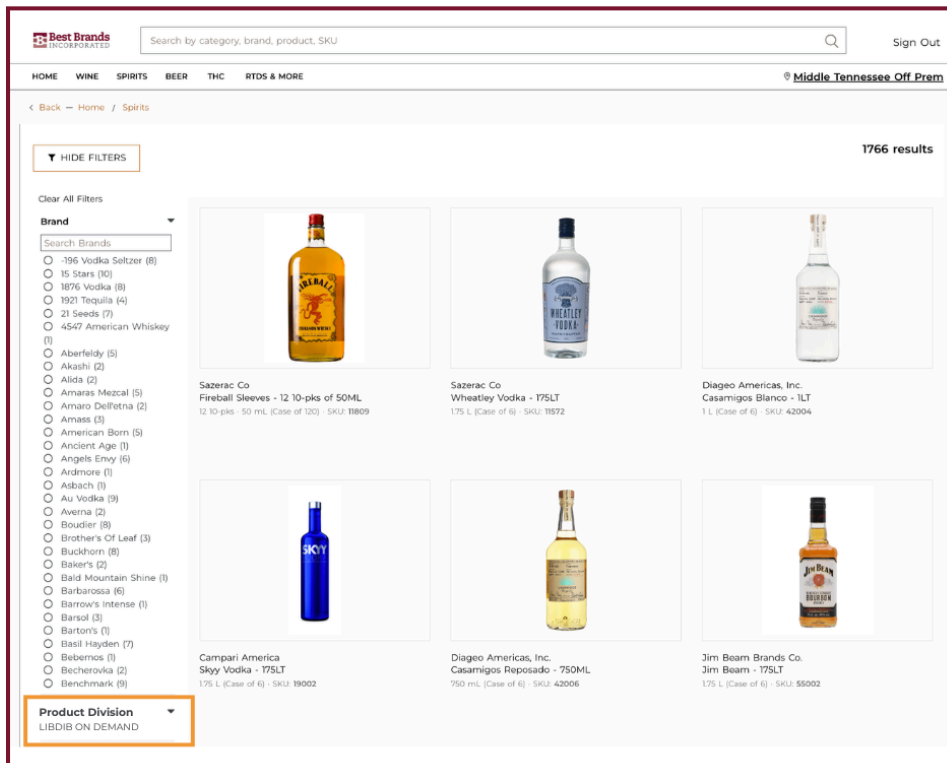
- Go to the state "Tennessee" and then start entering your products into the market.
- Makers will need to notify the LibDib Maker Team when set up is complete. Please email makers@libdib.com or your Portfolio Manager if you are a Gold or Silver member.
- You will receive an email notification once products are live in Tennessee in BestBrands.store.

6. Time to Sell

- Use LibDib's digital tools to submit **Digital Requests** on your LibDib account.
- Please ensure that you are submitting the DR within the correct market (Tennessee On Demand).



- If the buyer has not claimed their Best Brands account, they can do so [here](#)).
- Your products will be visible and available for purchase on BestBrands.store. Buyers can search for them by name or by Product Division, "On Demand" See image below.



8. Receiving Orders

- Makers will receive an email with the Purchase Order from Best Brands. LibShip will be cc'ed and please work with that representative for shipping labels. [Click here](#) for LibShip pricing. [Click here](#) for more information on freight (300 lbs and above).

9. Shipping Orders

- With LibShip, Makers are required to ship to the "Ship to Location" indicated on the shipping label within 24 hours. If there is a delay in shipping please reach out to makers@libdib.com so we can alert the buyer and avoid any **non-ship fees**.
- 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](#).
- FedEx will deliver the order to Best Brands warehouse. The order will be checked in and delivered to the Buyer via a Best Brands delivery truck.

10. Get Paid

- Best Brands is the distributor of record, therefore payments to Makers will come from Best Brands not LibDib. Please email invoices to purchasinginvoices@bestbrandsinc.com

Note: On Demand Markets have different payment terms. Click [here](#) for more info.

Still have questions? Reach out to us at Makers@libdib.com