



Canopy provides wholesale wine clearing, invoicing, warehousing, and logistics for core U.S. wine markets delivered in an easy-to-use package that helps your team grow sales and customer relationships

Wholesale in core markets

Canopy is a licensed wholesale distributor in New York, New Jersey, Connecticut, and California. Reach over 22% of the United States population through delivery via Canopy directly to retailers and restaurants in our core states. No messy state filings and paperwork needed. Canopy is ready to sell wine to distributors in all 50 states. Expand and serve distributors in peripheral markets seamlessly from our East Coast warehouse.

Simple per-case pricing

Canopy offers transparent pricing that grows with your business. Our pricing is simple and predictable, there are no hidden charges, and signing up is simple. You'll receive a detailed reconciliation of sales, charges, and the amount payable to you at the end of each month.

Instant compliance

Canopy handles state-level compliance so that you don't have to. We process excise tax filings, post prices with state authorities, assist with brand registration, and provide a dashboard that lets you check your compliance status instantly.

Easy-to-use software & dedicated support

Canopy is backed by a powerful proprietary software platform and supported by a team of dedicated professionals. Use our easy software tool to manage your customers, orders, inventory, invoicing, prices, and finances in one place. Share information with your whole team instantly. Our online-first approach saves you money and puts you in charge of your sales without middlemen.

(continued on next page)



Warehousing, freight & logistics

Store and deliver inventory from our East Coast warehouse facilities. Canopy will assist you with ocean freight shipments and domestic trucking. We partner with reputable and reliable logistics partners to make freight journeys seamless.

Import assistance

Canopy is a licensed federal importer and can assist you to prepare filings for federal and state compliance prior to introducing a product into the market. Brand registration, label registration, import documentation, & customs clearance can be supported by a dedicated team of wine-savvy professionals.

How it works

Canopy pricing is simple and straightforward. We charge a flat per-case fee for our services, and services rendered by our suppliers and subcontractors are billed to you at our cost.

You establish prices for the items you sell to licensed retailers and restaurants at wholesale. Canopy provides an intuitive platform to enter and track orders and dispatch wine to your customers. Invoices will be issued to your customers with Canopy's payment details and license information. When your customers pay, we will instantly credit you with the full amount of their payment. You can track payments from your customers and your accounts receivable using our intuitive software platform.

At the end of each month, you will receive a detailed reconciliation detailing your sales, charges, and the amount payable to you. We will issue payment to you for the total amount of payments received, less our fees and charges for services rendered.

You maintain control of your customer relationships and have a powerful self-service software platform to manage day-to-day activities. When you need a bit more help, a team of dedicated wine-savvy professionals is just an e-mail away. We give you the framework and tools to sell your wine successfully!

(continued on next page)



Wholesale wine clearing prices

Clearing fee

\$ 4.50 per case for wine

\$ 9.00 per case for liquor (liquor clearing available in New York only)

Our per-case fee includes maintaining an order book, providing instructions to warehouse in the requisite formats, processing proofs of delivery, maintaining a ledger of accounts receivable, receiving and processing payments from customers, conducting reconciliations of sales, maintaining required state-level licenses (such as shipping permits, wholesale licenses, etc.), performing brand registration with state authorities where applicable, performing price posting with state authorities, calculating and paying state excise tax, and other administrative services.

Deposit to open account

\$ 1,000 towards annual clearing fees for wine

\$ 2,500 towards annual clearing fees for liquor

Delivery to licensed retailers and restaurants in New York, New Jersey, and Connecticut

Use our online tool for detailed delivery rates by zip code

From \$ 5.61 per case

Fuel surcharge as incurred

Warehouse pick-ups

\$ 0.70 per case (\$ 7.35 minimum per order)

Storage

\$ 0.70 per case per month or part thereof (\$ 7.35 minimum per item)

Inbound charge

\$ 0.72 per case (\$ 7.35 minimum per item)

(continued on next page)



Wholesale wine clearing prices (continued)

State excise tax

Excise tax as incurred per statute

\$ 0.30 per gallon wine in New York

\$ 1.70 per gallon liquor in New York

Additional \$0.264 per gallon liquor in New York City

\$ 0.875 per gallon wine in New Jersey

\$ 0.79 per gallon still wine and \$ 1.98 per gallon sparkling wine in Connecticut

Payment processing

\$ 5.00 per payment processed through our web site

Brand registration

Brand registration as incurred per statute

\$ 200 per wine in Connecticut (valid three years)

\$ 23 per wine in New Jersey (annually)

Import

\$ 250.00 per shipment for customs brokerage

\$ 15.00 per additional supplier invoice

\$ 100.00 per year per supplier for CBMA filing

\$ 75.00 per supplier for FDA Food Facility Registration

\$ 45.00 per supplier for TTB Foreign Producer ID registration

\$ 35.00 for COLA submission

Duties and Federal excise tax as incurred per statute

Domestic freight as incurred at cost

Miscellaneous

\$ 15.00 per SKU for incorrect item data