

SASKATCHEWAN CRAFT

DISTRIBUTION OPTIONS

SK craft alcohol producers have several options to get products into market. Depending on your capacity, goals, and growth stage, you can choose the distribution model that best fits your business. Every option besides self-distribution offers the same small producer markup. This markup is determined by your total (global) production volume and the product category you are selling in.

AS PRODUCERS, YOU CAN CHOOSE TO:

1

Use Special Orders to grow demand and utilize SLGA distribution

SPECIAL ORDERS

List your products on the SLGA Special Order catalogue (available on [SLGA.com](https://slga.com)).

Retailer orders are consolidated by SLGA and submitted to you as a single purchase order.

This is a valuable way to:

- Introduce your products to new customers
- Build sales
- Strengthen your case for a future core listing
- Reach every retailer utilizing SLGA logistics

2

Use third-party distribution for scale

THIRD-PARTY WAREHOUSING

You can partner with one of SLGA's authorized third-party warehouses to support distribution.

These providers can:

- Handle storage and logistics
 - Facilitate special order listings
- Market your products

This option allows you to scale more efficiently without managing all distribution

4

STAY HANDS ON WITH SELF-DISTRIBUTION

- Pay levy based on production

3

Work toward a core listing to have your products available for retailers at all times

CORE LISTING

With sufficient sales performance and demand, you can pursue a core listing with SLGA.

SLGA will:

1. Make your products available in the core catalog on [SLGA.com](https://slga.com)
2. Warehouse your products at SLGA for retailers to order anytime
3. Distribute your products through the SLGA distribution centre

Delivery to SLGA distribution center can be arranged through:

- Self-delivery of your product
- Pickup coordinated with SLGA logistics