



NATALIE J. WOODS
FOUNDER/CEO

SERVING CALIFORNIA SINCE 2008

J. WOODS BEVERAGE IS:



1. A full-service California wholesaler with temperature-controlled warehouses in both the North and South, with 95% next day delivery
2. Covering 42 counties with 20 million wine consumers
3. Selling to and servicing all major chains and the leading independent retail and on-premise accounts
4. Well financed with ten years of volume and dollar growth
5. A priority customer for our biggest supplier, Scotto Cellars, the USA's 45th largest winery (WBM)

J. WOODS BEVERAGE HAS:

1. >700 core customers ordering at least once a month
2. 400 more ordering at least once a quarter
3. 19 territory managers backed by a 6-person support staff
4. Over 1,600 sales calls per week in 42 counties
5. A strong channel mix: 75% Off Premise, 25% On Premise



OUR CUSTOMERS ARE CA's
LEADING WINE SELLERS

COST PLUS
WORLD MARKET®
WORLDMARKET.COM


New Leaf
Community Markets

Nugget
MARKETS

 **Save Mart**

J. WOODS
BEVERAGE GROUP

Draeger's
MARKET

Lucky's Market

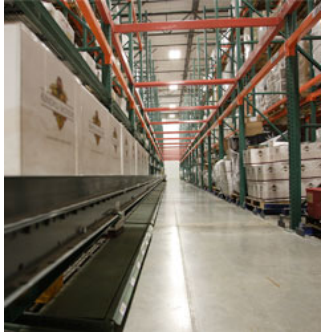
MOLLIE
STONE'S 
MARKETS

Total  **Wine**
& MORE

SAFEWAY  TM



3 THINGS YOU NEED TO KNOW ABOUT J. WOODS CUSTOMER SERVICE



1. 95% next day deliveries
2. All deliveries are made by Vin Lux Fine Wine and Woodbridge Beverage
3. Our inventory stays fresh – the average turnover is 30 days

5 THINGS YOU NEED TO KNOW ABOUT THE J. WOODS PORTFOLIO

1. Our average supplier relationship is 7 years
2. 100% of our suppliers are family businesses, large and small
3. It covers leading California and Import Wine categories
4. We can help you build your brand in America's most important market
5. Fills your leading brand & private label needs on one delivery



HERE'S HOW OUR PORTFOLIO STARTED THIS SUMMER!

7 90+ RATINGS

3 BEST OF CLASS

6 GOLD MEDALS

2 BEST OF APPELLATION

1 DOUBLE GOLD



91 PTS



BEST OF
APPELLATION



BEST IN
CLASS



96 PTS
GOLD



96 PTS
GOLD



96 PTS
GOLD



99 PTS
DOUBLE
GOLD



95 PTS
GOLD



96 PTS
GOLD

California
STATE★FAIR

OPPORTUNITIES ARE WAITING -
JOIN THE FAMILY!



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