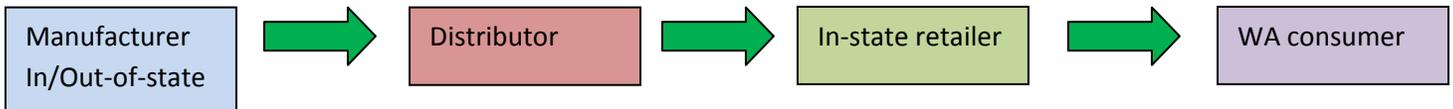
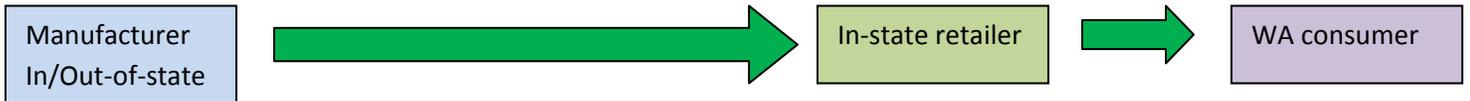


Classic three-tiered distribution system: In-state and out-of-state beer and wine manufacturers sell their product to distributors, who sell the product to in-state retailers, who sell the product to a Washington consumer.



Self distribution system: In-state and out-of-state beer and wine manufacturers can self-distribute their products directly to in-state retailers, who then sell the product to Washington consumers.



Direct sales to consumer: Allows in-state or out-of-state wine manufacturers to ship their wine directly to Washington consumers.



Out-of-state/on-line retailers:

On-line retailers can sell to Washington consumers if the retailer is located in Washington.



State law has no provision permitting out-of-state retailers to sell and ship to Washington residents.

