



We at **31st and Wharton** are pleased to partner with the **Brewers Association** in supporting the Craft Brewers Conference as the host wholesaler. Philadelphia has long stood at the forefront of America's craft beer movement, and the Brewers Association continues to play a vital role in advancing and promoting our industry. We appreciate the opportunity to contribute to such a significant and influential event.

If you have additional needs in the Philadelphia area—whether outside the scope of the Conference or for a future initiative—we would welcome the opportunity to connect and discuss how **31st and Wharton** can best support your objectives. Please feel free to reach out at any time; we look forward to the potential of working with you.

James J Wiggins

Director of Sales
31st and Wharton
484-919-1879

CORPORATE NAME: _____

CORPORATE ADDRESS: _____

TODAYS DATE: _____

31st and Wharton
3000 Meeting House Road
Philadelphia, PA 19154
Attention: Mr. James Wiggins

Gentlemen:

This letter hereby confirms the TEMPORARY appointment by **CORPORATE NAME:** _____ (“Brewer”) to 31st and Wharton of the distribution rights for the brands and territories identified below, and the appointment, effective 4/1/26 and terminating midnight 12/31/26, of 31st and Wharton by Brewer as the exclusive distributor of the following brands of malt beverages (the “Brands”) in the following geographic territory within the Commonwealth of Pennsylvania.

Brands: All core, seasonal, and limited release malt beverages made by Brewer including all **BREWERY NAME:** _____ products.

Territory: The following counties located in the Commonwealth of Pennsylvania: Adams, Berks, Blair, Bradford, Bucks, Carbon, Centre, Chester, Clinton, Columbia, Cumberland, Dauphin, Delaware, Franklin, Huntingdon, Juniata, Lackawanna, Lancaster, Lebanon, Lehigh, Luzerne, Lycoming, Mifflin, Monroe, Montgomery, Montour, Northampton, Northumberland, Perry, Pike, Philadelphia, Schuylkill, Snyder, Sullivan, Susquehanna, Tioga, Union, Wayne, Wyoming, and York.

Brewer and 31st and Wharton each agrees to act with respect to the other in accordance with the requirements of Pennsylvania law and agrees that the other may enforce such agreement by an action in the courts of Pennsylvania. In particular, as required by 47 Pennsylvania Statutes § 4-431(d), Brewer and 31st and Wharton agree that Brewer recognizes that 31st and Wharton is free to manage its business in the manner 31st and Wharton deems best and that this prerogative vests in 31st and Wharton the exclusive right to establish a selling price, to select the brands of malt or brewed beverages they wish to handle and to determine the efforts and resources which 31st and Wharton will exert to develop and promote Brewer’s products handled by 31st and Wharton. However, Brewer expects that 31st and Wharton will price competitively the products handled by it, devote reasonable effort and resources to the sale of such products and maintain a reasonable sales level.

This appointment supersedes any and all prior appointments, agreements and understandings between Brewer and 31st and Wharton and reflects the full and

complete understanding of the parties concerning the appointment of 31st and Wharton as a distributor of the Brands.

Please sign below indicating your agreement to this appointment.

Very truly yours,

CORPORATE NAME: _____

By: _____

Name: _____

Title: _____

AGREED TO:

31ST AND WHARTON

By: _____
Jim Wiggins
Director of Sales