

W e appreciate your business and believe you have made a valuable decision which will lead to innovative products, support for family owned farms in our region, and conservation of the environment. We also think you have made a savvy business decision— the use of high quality, locally sourced malt should enable our customers to sell more product, and at a higher price. To help you fully realize that benefit, we have developed a number of tools and resources in support of your use of craft malt.

Training.

Free of charge, we will train your staff on the benefits of craft malt, either at your facility or at our malt house.

>> For the brewing/distilling staff, a greater understanding of the science behind malting helps to make superior products.

>> For the bar staff, the understanding of what malt is and the benefits of higher quality, locally sourced craft malt are excellent selling points which accelerate sales while increasing customer experience satisfaction.

Marketing Collaboration.

We are frequent posters across multiple social media platforms, with a total number of followers approaching 10,000. We LOVE to talk about how our customers are using our malt.

Share Your Craft Maltsters Guild Craft Malt Certified™ Status.

For a nominal fee and a commitment to use at least 10% craft malt, you can use the <u>Craft</u> <u>Maltsters Guild Certified Seal</u> on products and in your tasting room.



Access to Riverbend Cicerone® Certified staff.

Ask us about a malt consultation. We're excited about the products you want to make, and our experts are available at no charge to discuss the role malt can play.

Use Of The Riverbend Brand.

Riverbend allows the use of its logo and brand name on any product with a malt bill of which at least 10% is Riverbend sourced. Feel free to reach out for assets and marketing support.

Many Riverbend customers highlight the use of our malt on their menus, signaling a commitment to local sourcing and creating an opportunity for the bar staff to discuss the advantages of high quality malt ultimately leading to higher product sales.

Schedule A Malt House Tour.

We love malt house visitors, and believe tours are a great way to educate your staff about malt. We may be biased, but we think it's pretty special to see the time-honored practice of floor malting.

Have questions?

Interested in collaborating? Don't hesitate to reach out to your Riverbend sales representative or Brent Manning at brent@riverbendmalt.com.

Submit Your Beers & Spirits to our website.

Tell us about your products <u>#madewithRiverbend</u> malt to be showcased on our website. This fast and simple form gives us more information to share on social media.

Tag us @riverbendmalt with the hashtag #madewithRiverbend to share what you're up to!