
Standard Distributing Co., Inc.





(302) 655-5511
TOLL FREE 800-220-5511

100 SOUTH MEWS DRIVE
NEW CASTLE, DE 19720

Mission Statement

*To relentlessly pursue growth in
distribution, sales, quality
and awareness for all our
products by satisfying all our
customers with the best
people, programs and service
in the industry.*

Standard Distributing Co., Inc.

Company History

Standard Distributing Co., Inc. was founded in 1933 by James V. Tigani. Since then, the Standard Distributing Co. Inc. has proudly served Delaware businesses for over 75 years. Steve Tigani, a third generation Tigani family member, is the current president.

The third and fourth generations have actively conducted the affairs of the business for over thirty years and have grown the company to employ over 150 Delaware area employees.

Standard Distributing Co., Inc. is made up of two beer selling divisions; on premise and off premise. In 2022, Standard started a wine division: Elevation Wine Merchants. Our job is to help promote and exhibit our brands in partnership with the area retailers.

Standard Distributing Co., Inc.
Distributor Profile
Office / Warehouse Facilities

100 Mews Drive, New Castle, DE



Standard Distributing Co., Inc.

Craft Profile

302-655-5514

(then enter the extension for whom you are calling)

Craft Department

Ted Stewart

328

Craft beer Manager

Standard has a wide variety of local craft beers, as well as some of the largest crafts produced in the US. Please contact Ted if you need any information on any of our craft portfolio.

Ted has the entire sales force working for him on the craft portfolio.

Visit our website to see our suppliers and brands

www.standardde.com

Standard Distributing Co., Inc.

Distributor Profile

Sales Management Contacts

302-655-5514

(then enter the extension for whom you are calling)

Chris Tigani 308

General Sales Manager

Jim Kelleher 318

Off Premise Manager

Russell Payne 365

Chris Lehman 323

Off Premise Sales Supervisors

Andrew Stewart 325

On Premise Manager

Heather Merrill 272

On Premise Sales Supervisor

Tim Schuler 279

Marketing Manager

Kate Tigani 208

Marketing Manager

Joe Dewson 266

Asst. Marketing Manager

Standard Distributing Co., Inc.

Distributor Profile

Sales Force

302-655-5514

(then enter the extension for whom you are calling)

Off premise

Veronica DeFosse	366
Andrew Pepe	368
Ben Edmonds	269
Chase Renoll	339
Evan Mullin (Combo)	310
Max Gallo	356
Mike Bucci	338
Mike Fountain	324
Nic Hernandez	314
Steve Berchock	335
Brian Cohee (Combo)	337
Raymond Burns	

On Premise

Andrew Sparco	331
Jamie Montgomery	336
Joe Belgrade	326
Melanie Petrie	332
Zachary Schilling	257
Brian Cohee (Combo)	337
Evan Mullin (Combo)	310

Standard Distributing Co., Inc.

Distributor Profile



ELEVATION WINE MERCHANTS
A Division of Standard Distributing Co.

Jason Mantis	248
Division Manager	

Nikki Farley	296
Upstate Sales	

Jessica Janssen	329
Downstate Sales	

Standard Distributing Co., Inc.

Contact Information

Weekend Emergency Draught Technician Service:

Standard Distributing Co., Inc. has a draft technician available for weekend emergency service. Friday from 5:00PM - 8:00PM and Saturday/Sunday from 9:00AM - 5:00PM. To speak with a technician, retail accounts should call 302-275-5890 for Northern Delaware and 302-275-5886 for Southern Delaware.

General draft issues, contact Dwayne Harris, Draft manager 302-655-5511 x278

Operations Manager:

Matt Kelly

302-655-5511 extension 312

Mkelly@standardde.com

Warehouse Manager/ Shipping:

Mike Tielleman

302-655-5511 extension 403

Accounts Receivable:

Jeff Farro

302-655-5511 extension 229

Joe Medaglia

302-655-5511 extension 230

All Other Questions or Inquiries:

Please contact your designated sales representative

Pricing Updates & Distressed Product Hotline: 800-371-0087

Important Message - Effective immediately are the following charges/fees:

Delivery Surcharge	\$ 6.00*
Return Check Fee	\$40.00
Order Refusal	\$40.00

* *Subject to change*

Standard Distributing Co., Inc.

Banner Department

- Standard Distributing has a fully operational banner department that includes a graphic arts specialist.
- We offer banners on an assortment of paper or vinyl, as well as cooler wraps and permanent promotional banners affixed to buildings and window art.
- We have 3 banner machines which include a state of the art Mimakj printer.
- If you would like to order a banner please contact any of your Standard sales representatives.

Standard Distributing Co., Inc.

Payment Policy

New Accounts

1. All new accounts will start on C.O.D. If an account would like to obtain credit they would need to fill out a personal guarantee form and credit application.
2. If an account is incorporated, they must have the corporate seal affixed to the credit agreement.
3. Payments are due at STANDARD by the second Thursday following the week of their delivery. Bottle return credits may be deducted from payment.
4. Included on the check should be their account number and invoice number along with the detached upper right hand corner of invoice.
5. The invoice copy received upon delivery is their bill. No other bill will be sent.

C.O.D.

1. When convenient, please give all checks to the driver.
2. When an account is placed on C.O.D., do not pay in cash. Check payment is accepted. Checks must be dated for the day of the delivery.
3. The invoice will reflect if the account is on C.O.D. at time of delivery. There will be two (2) options:
 - a) Pay C.O.D. for the order, plus the additional amount added to the delivery. (This additional amount will be deducted from the oldest invoice(s) on account)
 - b) You may pay the amount that is past due on account.

Returned Checks

There is a \$40.00 Return Check Fee if a check is returned to STANDARD for any reason

When a check is returned for any reason, STANDARD will notify customer by phone. Customer has two options:

1. Submit certified check for amount of returned check plus \$50.00 fee
2. Redeposit check and add \$50.00 return check fee to next payment

If we receive one returned check, Standard reserves the right to request certified funds.

Finance Charges

Finance charges are 8% per year, or .67% per month on past due balances.

This rate is subject to change.

Standard Distributing Co.

Credit Application & Personal Guarantee Forms

Dear Account Owner:

In order to better evaluate your credit needs, we would appreciate your cooperation in completing the attached credit documents. This information will be used solely by Standard Distributing Company Inc to determine the credit line to be established for your business. We assure you that the information will be kept strictly confidential and will not be communicated to anyone outside our office.

Please sign the attached credit agreement and personal guarantee sections. Return all completed and signed forms to us as soon as possible so that we can expedite the processing of your credit line in time for your next delivery.

If you choose not to fill out the Personal Guarantee Form, you will pay COD.

Thank you for your cooperation.

STANDARD DISTRIBUTING COMPANY, INC..
NEW ACCOUNT INFORMATION SHEET

Date Completed _____

Name of Account _____

Mailing Address _____

Business Telephone -----

Name of Owner #1 _____

Home Address _____

Place of Birth _____

Home Telephone _____

Social Security # _____

Name of Owner #2 _____

Home Address _____

Place of Birth _____

Home Telephone _____

Social Security # _____

Will owner be working full-time in the business operation?

☐

YES

☐

NO

If no, provide name of store manager _____

Does the owner own or lease the retail store property?

Legal Form of Account Ownership (please *check one*.)

☐

Corporation

☐

Partnership

☐

Proprietorship

Type of retail Establishment. (please *check one*.)

☐

Bar

☐

Package Store

☐

Restaurant

☐

Club

☐

Lodge

☐

Other

Approximate Weekly Purchases (in dollars) from Standard Distributing Company, Inc.

Beer _____ Wine & Spirits _____

Have you every owned a licensed retail establishment in this state?

☐ Yes

☐ No

If yes, please provide name and address of account below, and the dates fo operation.

Name of Account _____

Address _____

Dates of operation _____

BUSINESS / CREDIT REFERENCES

Companies with which owner has prior or current dealings (i.e., bought merchandise and/or supplies)

Name of Reference _____

Mailing Address _____

Telephone _____

Contact Person _____

Name of Refemce _____

Mailing Address _____

Telephone _____

Contact Person _____

BANK REFERENCE

Bank Name _____

Mailing Address _____

Account # _____

Bank Name _____

Mailing Address _____

Account # _____

PERSONAL REFERENCE

Name _____
Mailing Address _____

Telephone _____
Years Known _____

OWNER'S EMPLOYMENT HISTORY *(last five years)*

OWNER#1

Name of Company _____
Mailing Address _____

Telephone _____
Contact Person _____
Position Held _____

OWNER#2

Name of Company _____
Mailing Address _____

Telephone _____
Contact Person _____
Position Held _____

Date _____

Attention: Credit Department

RE: _____

Dear Sir or Madam:

The above listed account is seeking a line of credit with our company. We would appreciate it if you would inform us of your credit history with this company. It is understood that all information will be handled confidentially.

Thank you for your cooperation and timely response.

FOR SUPPLIERS

Customer for _____ years. Terms: _____ High Credit: _____

Now owes: \$ _____ Amount past due: \$ _____ Days past due: _____

Current credit limit: \$ --- # of NSF Checks: _____

Manner of payment:

☐ Faster than terms ☐ Terms ☐ Slower than terms ☐ Slow, But satisfactory

Has customer ever been on:

C.O.D?

☐ Yes

☐ No

Cash?

☐ Yes

☐ No

No Delivery?

☐ Yes

☐ No

Reason: _____ Date of last sale: _____

Signature: _____ Title: _____ Date: _____

FOR BANKS

How long has the account been open? _____ # NSF checks: _____

Average Deposit Balance: \$ _____

Please list the two largest outstanding loans to this account:

1) Initial Loan Amount: \$ _____ Current Balance: \$ _____ Term: _____

2) Initial Loan Amount: \$ _____ Current Balance: \$ _____ Term: _____

Manner of payment

☐ Faster than terms ☐ Terms ☐ Slower than terms ☐ Slow, But satisfactory

Signature: _____ Date: _____

I hereby authorize the requested information to be released to Standard Distributing Co., Inc.

Signature of Owner, Partner, or Corporate Officer of Applicant

Date

Standard Distributing Co., Inc.

CREDIT APPLICATION AGREEMENT AND PERSONAL GUARANTEE

A. APPLICATION FOR EXTENSION OF CREDIT

Applicant, a licensed Retailer of Alcoholic Beverages in Delaware, hereby applies for an extension of credit by Standard Distributing Co., Inc. Applicant authorizes Standard to make any and all investigations or inquiries into Applicant's financial and/or payment and credit history and hereby releases Standard from any and all liability of whatever kind or cause arising out of or relating to any such investigation or inquiry or from the use of such information in connection with the decision to extend, deny or revoke credit.

Applicant agrees that Standard may provide a copy of this Application and Agreement to any financial institution or other source provided by Applicant as authority by Applicant to provide credit, payment, or other financial history or ability to Standard so that Standard may consider this application and the terms thereof. Applicant agrees to provide Standard with any and all information requested by Standard and agrees that its failure or refusal to abide by the terms of this application shall be a basis, without notice, for Standard to cancel any credit and for Applicant to pay in full any outstanding invoice. Applicant agrees that Standard may cancel, reduce, condition, and/or refuse to extend credit to Applicant in its sole and absolute discretion.

Applicant agrees that the officer or individual executing this Application has the authority and approval of Applicant to enter into this Application and to bind Applicant to the terms of this Application and Agreement.

Applicant name (license name) _____ Date _____

Applicant license# _____

By: _____ Owner _____ Partner _____ Officer _____

Print Name: _____

WITNESS: _____ Date _____

Standard Distributing Co., Inc.

B. CREDIT AGREEMENT

Applicant agrees that any credit extended to Applicant by Standard on the payment of any invoice shall not be for a period of time in excess of 30 days from the date of delivery. For purposes of this Agreement, the period of credit is calculated as the time elapsing between the date of delivery of the product and the date of full legal discharge of the Applicant, through the payment of cash or its equivalent, from all indebtedness arising from the transaction. If Applicant's account is in arrears, Applicant agrees that it will pay in advance or on delivery an amount equal to or greater than the value of each order, regardless of the manner in which Standard applies the payment in its records.

Any default or delay in payment of any invoice according to its terms, shall cause the invoice and any other sums owed to Standard to become immediately due and payable and to be a revocation of the authority to extend credit, in the sole discretion of Standard. Applicant authorizes Standard to confess judgment in the Superior Court of the State of Delaware in any county where Applicant is doing business any sum(s) owed and unpaid and represents that it is a resident/citizen of the State of Delaware and to have judgment by confession entered by the Prothonotary in accordance with 10 Del. C. § 2306 and Super Ct. Civil Rule 58.1.

In any suit or proceeding to collect on any sums owed by Applicant to Standard, Applicant agrees to submit to the in personam jurisdiction of the State of Delaware and agrees that the Superior Court of the State of Delaware is the sole and exclusive forum and venue for the submission and resolution of any actions brought by Standard or brought by Applicant. Applicant hereby agrees to the dismissal and/or transfer of any action or proceeding brought by Applicant in another jurisdiction and agrees that Standard shall recover its reasonable attorneys' fees, costs and expenses in investigating any late or nonpayment and in seeking to confess judgment and/or to collect any sums due or owing. Any delinquent sums, including any balance thereof, shall carry pre and post judgment interest of 1.5% per month, until fully paid.

Applicant name (license) _____ Date _____

Applicant license# _____

By: _____ Owner ____ Partner ____ Officer ____ (check one)

Print Name _____

Address _____

Social security# _____

Phone# _____

WITNESS: _____

Date _____

Standard Distributing Co., Inc.

C. PERSONAL GUARANTEE

Now Comes, a resident and citizen of the State of, [Guarantor] who represents, covenants and warrants that s(he) will personally guarantee any sums due or owing to Standard by Applicant and agrees that Standard is providing credit and/ or product to Applicant in reliance upon this Personal Guarantee. Guarantor agrees to be personally bound by the terms and obligations of the Credit Agreement set forth above and to pay any and all sums, including attorneys' fees, costs and pre and post judgment interest, incurred by and owing to Standard.

Guarantor authorizes Standard to confess judgment against Guarantor in the Superior Court of the State of Delaware in any county where Applicant is doing business for any sum(s) owed and unpaid and represents that it is a resident/citizen of the State of Delaware and to have judgment by confession entered by the Prothonotary in accordance with IO Del. C. § 2306 and Super Ct Civil Rule 58.1.

In any suit or proceeding to collect on any sums owed by Applicant to Standard, Guarantor agrees to submit to the in personam jurisdiction of the State of Delaware and agrees that the Superior Court of the State of Delaware is the sole and exclusive forum and venue for the submission and resolution of any actions brought by Standard or brought by Applicant. Guarantor hereby agrees to the dismissal and/or transfer of any action or proceeding brought by Applicant in another jurisdiction and agrees that in any action by Standard to collect any unpaid invoices Standard shall recover its reasonable attorneys' fees, costs and expenses in investigating any late or nonpayment and in seeking to confess judgment and/or to collect any sums due or owing. Any delinquent sums, including any balance thereof, shall carry pre and post judgment interest of .667% per month, until fully paid.

Guarantor #1 _____ Date _____

PRINT NAME _____

Address _____

Social security# _____

Phone# _____

WITNESS: _____

Date _____

ATTACH COPY OF DRIVERS LICENSE

Guarantor #2 _____

Date _____

PRINT NAME _____

Address _____

Social security # _____

Phone# _____

WITNESS: _____

Date _____