

State of Florida
Department of Business and Professional Regulation
Division of Alcohol Beverages and Tobacco
Malt Beverages Distributor Exclusive Sales Territory Agreement
Form # DBPR ABT 3

If you have any questions or need assistance in completing this form, please contact the Department of Business and Professional Regulation, Customer Contact Center, at **850.487.1395**.

Section I – Distributor Information

DISTRIBUTOR INFORMATION		
Distributor Name	License #	
BUSINESS MAILING ADDRESS		
Street Address or P.O. Box		
City	State	Zip Code (+4 optional)
County (if Florida address)	Country	
CONTACT INFORMATION		
Contact Name:		
Phone Number	E-Mail Address	

Section II – Instructions for Submitting Exclusive Sales Territory Agreement

INSTRUCTIONS FOR SUBMITTING EXCLUSIVE SALES TERRITORY AGREEMENT
<ul style="list-style-type: none"> ▪ Section 563.021, Florida Statutes, lists the requirements related to the exclusive sales territory agreement. ▪ You must submit this form with your exclusive sales territory agreement attached before selling or delivering any malt beverages to any retail vendor in this state. ▪ This is not an application. This is only a filing requirement. The Department will not send correspondence confirming receipt of your agreement.

Please mail your completed form and documentation to:

Department of Business and Professional Regulation
 2601 Blair Stone Road
 Tallahassee, FL 32399-1021

Malt beverages; exclusive sales territories

Section 563.021, Florida Statutes, states that no distributor shall sell or deliver any brand or brands of malt beverages in this state to any retail vendor whose place of business is outside of the distributor's restricted exclusive sales territory for such products. The restricted exclusive sales territory shall be mutually agreed upon by the manufacturer or importer and each distributor, and shall be embodied in a formal written agreement between the manufacturer or importer and each distributor, which agreement shall designate the specified brand or brands for which the territory is granted and set forth the exact geographical area of the territory. Where a manufacturer or importer sells several brands, the agreement may apply to all brands sold by the manufacturer or importer or may apply to one brand or several brands so long as each brand is covered by an exclusive territorial agreement. No manufacturer or importer shall provide by such written agreement for the distribution of a brand to more than one distributor for all or any part of the designated territory. All such agreements shall be filed with the division.

Application Requirements:

- **DISCLAIMER:** Applicants may be required to provide some or all of the following (any additional requirements are listed in the form instructions):
- **FEE:** There is no fee for filing an exclusive sales territory agreement.
- **FORM:** Complete form DBPR ABT 3 by clicking on "Apply Using Printable Application" at the bottom of this page (detailed instructions included). If you already have a copy of the detailed instructions, you may prefer to obtain the form without the instructions in DBPR ABT 3 PDF format.
- **EXCLUSIVE SALES TERRITORY AGREEMENT:** Provide a formal written agreement between the manufacturer or importer and each distributor designating the specified brand or brands for which the territory is granted and describe the exact geographical area of the territory.
- **SUBMIT FORM:** Submit your form to the Department of Business and Professional Regulation, 1940 North Monroe Street, Tallahassee, Florida 32399-0783.