

Marlow Street Sauce Co

October 9, 2026

Business	Stage	Company status	Where
Food / beverage / hospitality	Already operating	US entity formed	US only

What's changing

Selling through a retailer, wholesaler or distributor

2-6 weeks · Retailer / distributor / marketplace

In your words

A national retailer wants our sauces in 40 stores by spring, and they sent us their vendor agreement. Our recipes were developed with a contract manufacturer in Ohio, and I'm not sure who owns them. My co-founder and I never signed anything between us.

What matters most

The sauce recipes

Your question for your lawyer

What should be in place before we sign the retailer's vendor agreement?

Other questions worth asking

1. What should our agreement with the manufacturer or supplier cover?
2. How do we protect what we keep secret when others need to see it?
3. What should move from a founder's name into the company's name, and how?
4. Does the company own what contractors and early contributors made?
5. Is our name clear to use and register where we sell?

Who the business relies on

Contract manufacturer / co-packer · Outside partners help deliver the product · Depends heavily on one outside company

Records your lawyer may ask for

If you have these, keep them handy. Don't send anything until your lawyer asks.

- ☐ **Terms from retailers or distributors**
You sell, or plan to sell, through someone else.
- ☐ **Contracts and policies you already have**
Your lawyer will start from what you have.
- ☐ **Your agreement with your manufacturer or supplier**
Someone else makes or supplies your product.
- ☐ **Trademark searches, filings or registrations**
Your brand name is part of this.
- ☐ **Agreements with contractors and other contributors**
People outside the company may have made work you rely on.
- ☐ **Records of who owns your domain and key accounts**
Some accounts or assets may not be in the company's name.
- ☐ **Your privacy policy and a list of services that handle customer data**
You collect personal information.
- ☐ **Business licenses, permits or letters from regulators**
Your industry may need a license.

Every answer you gave

Next move

What's prompting this now?	Selling through retail / wholesale / a distributor
When does it matter?	2-6 weeks
Is there a dispute, threatened claim or complaint about this?	No
Is there a hard deadline in the next 14 days?	No
How do customers usually buy?	Retail / wholesale / distributor
Who's on the other side of this?	Retailer / distributor / marketplace
What documents do you already have?	Self-drafted or online templates

Business

Working company name	Marlow Street Sauce Co
What kind of business is it?	Food / beverage / hospitality

Where are you today?	Already operating
Have you formed a company yet?	US entity formed
Where do you expect to do business?	US only
Who mainly buys from you?	Consumers
How does the business make money?	Wholesale / distributor sales
Do you make claims about results, health, safety or performance?	Yes

The sample stops here. A real brief lists every answer you gave, in all 7 sections: Next move, Business, Delivery, Ownership + IP, Data + technology, Quick check, Priorities.

Your copy. These are your own answers, given to prepare for a lawyer. It isn't legal advice and doesn't create an attorney-client relationship.