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## VI. Conclusion

Although beer distributorship arrangements are distinctly different from traditional franchise arrangements, it is clear there are certain commonalities. Clearly the three-tier system of beer distribution can trace its origins to the Prohibition Era and the Twenty-First Amendment, but modern beer laws governing beer distribution relationships between brewers and distributors have been patterned after franchise relationships laws. After all, brewers resemble franchisors in that they tend to hold a lion's share of the power in the beer distribution business relationship. Accordingly, we can expect more and more states to pass relationship laws aimed at further balancing power in favor of distributors, as we continue to see in franchising, and to require good faith dealings between the parties in each of these contractual arrangements. Considering that trend and the complexity of and differences among these statutes, it is easy to see why expert legal advice from an attorney specializing in this area of the law is essential at every step for those doing business in the beer distribution industry or in franchising.

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58. *Direct Ship Permit*, New Hampshire Liquor Commission, [http://www.nh.gov/liquor/direct\\_ship\\_permit.shtml](http://www.nh.gov/liquor/direct_ship_permit.shtml) (effective Jan. 11, 2012).