Top 25 US Beer Wholesalers 2010

1. REYES BEVERAGE GROUP (RGB)
- **Employees:** 2,000
- **Key Executives:** Chris Reyes, co-chairman, Reyes Holdings, LLC; Jude Reyes, co-chairman, Reyes Holdings, LLC; Duke Reyes, CEO, Reyes Beverage Group; Ray Guerin, COO, Reyes Beverage Group; Jimmy Reyes, director, Reyes Holdings, LLC; Tom Reyes, president, Harbor Distributing, LLC and Gate City Beverage; Jim Doney, president, Chicago Beverage Systems; John Zeltner, president, Premium Distributors of Virginia; Bob Johnston, president, Premium Distributors of Washington D.C. and Premium Distributors of Maryland; Patrick Collins, president, Lee Distributors; Steve Sourapas, president Crest Beverage
- **Additional Sites:** Harbor Distributing, LLC (Anaheim, CA); Chicago Beverage Systems (Chicago); Gate City Beverage Distributors, (San Bernardino, CA); Premium Distributors of Virginia (Chantilly, VA); Premium Distributors of Washington, D.C.; Premium Distributors of Maryland; Lee Distributors (Charleston, S.C.); JV with Crest Beverage LLC
- **Principal Suppliers/Brands:** Abita, Boston Beer, Crown Imports, Deschutes, Diageo, Dogfish Head, FEMSA, Firestone Walker, Flying Dog, Half Acre, Heineken USA, Magic Hat, MillerCoors, New Belgium, Pabst, Pyramid, Rogue, Sierra Nevada, Sweetwater, Yuengling
- **Behind the Numbers:** Reyes Beverage Group operates from 13 warehouses in nine markets carrying hundreds of import, craft and premium domestic beer brands driven by state-of-the-art technology to reduce energy, waste and its carbon footprint.

2. SILVER EAGLE DISTRIBUTORS, L.P.
- **Employees:** 1,200+
- **Key Executives:** John Nau III, majority owner, president & CEO; Robert Boblitt Jr., minority owner, executive vice president, COO, CFO; John Johnson, minority owner, executive vice president, corporate sales and marketing
- **Additional Sites (Texas):** Conroe, Cypress, Rosenberg, San Antonio
- **Principal Suppliers/Brands:** Anheuser-Busch, Asahi, Becks, Grupo Modelo, Samuel Adams, Sapporo, Seagram’s, Sierra Nevada, St. Arnold’s, Stella Artois and a variety of other crafts and imports
- **Behind the Numbers:** Silver Eagle Distributors is the largest Anheuser-Busch distributor, and one of the largest Grupo Modelo distributors, in the nation, operating five branches and two depots in the greater Houston and San Antonio, Texas areas.

3. GOLDRING HOLDINGS
- **Employees:** 7,662
- **Key Executives:** Goldring/Moffett Holdings: William Goldring, co-chairman, Crescent Crown Distributing (Louisiana and Arizona); James Moffett Sr., co-chairman, Crescent Crown Distributing (Louisiana and Arizona); James Moffett Jr., president and CEO, Crescent Crown Distributing (Louisiana and Arizona); Bill Pananos, vice president & general man-
**4. BEN E. KEITH BEVERAGES**

**C** 38.5 MILLION  
**D** $700.0 MILLION Rank #4

1805 Record Crossing, Dallas, Texas 75235,  
Tel: 214.634.1500, benkeithbeers.com

- **Employees:** 1,200
- **Key Executives:** Robert Hallam, chairman & CEO; Howard Hallam, president & COO; John Hallam, vice president; Robert Hallam Jr., vice president; Kevin Bartholomew, president

- **Principal Suppliers/Brands:** Ace Cider, Anheuser-Busch, Brooklyn Brewing, Dogfish, Full Sail, Real Ale, Saint Arnold, Sierra Nevada, Spaten, Stone, Woodchuck
- **Behind the Numbers:** In addition to its extensive beer portfolio, Black Oak wines was introduced in 2009.

**5. MANHATTAN BEER DISTRIBUTORS LLC**

**C** 30.7 MILLION  
**D** $610.0 MILLION Rank #5

400 Walnut Ave., Bronx, NY 10454,  
Tel: 718.292.9300, manhattanbeer.com

- **Employees:** 1,362
- **Key Executive:** Simon Bergson, president & CEO
- **Additional Sites (New York):** Brooklyn, Ridgewood, Suffern and Wyandanch
- **Principal Suppliers/Brands:** The Boston Beer Co., Crown Imports, Mark Anthony Brands, MillerCoors, North American Brewers
- **Behind the Numbers:** Manhattan Beer is a full-service beverage company that provides a diverse portfolio of products with a commitment to customer service.

**6. ANDREWS DISTRIBUTING COS.**

**C** 27.5 MILLION (including Corpus)  
**D** $542.1 MILLION Rank #6

2730 Irving Blvd., Dallas, TX 75207,  
Tel: 214.525.9400, andrewsdistributing.com

- **Employees:** 1,170
- **Key Executives:** Barry Andrews, chairman & CEO; Mike McGuire, president; Mike Barnes Sr., EVP, general manager; Joe Jernigan, CFO; Pam Spackman Sr, EVP finance
- **Additional Sites (Texas):** Ft. Worth, Corpus Christi, Alice, Denison, Lake Dallas, Richland Hills
- **Principal Suppliers/Brands:** Crown Imports, Diageo, Gambrinus, Heineken, MillerCoors
- **Behind the Numbers:** Andrews Distributing is a MillerCoors house with 25 suppliers and 205-plus brands, including numerous specialty, import and craft beer brands.

**7. J.J. TAYLOR COS. INC.**

**C** 26.1 MILLION  
**D** $432.8 MILLION Rank #9

655 North A1A, Jupiter, FL 33477,  
Tel: 561.354.2900, jjtaylor.com

- **Employees:** 891
- **Key Executives:** John Taylor III, president; Henri DesPlaines, EVP/CFO
- **Additional Sites:** J. J. Taylor Distributing Co. of Minnesota, Inc. (Minneapolis, Minn.); J.J. Taylor Distributing Florida Inc., (warehouses in Tampa, Ft. Myers and Ft. Pierce)
- **Principal Suppliers/Brands:** Boston Beer, Diageo, Heineken USA, Mikes Hard Lemonade, MillerCoors, New Belgium Brewing Co., Pabst Brewing Co., Sierra Nevada Brewing Co., Summit Brewing Co., Yuengling and other specialty, craft and import brands
- **Behind the Numbers:** In addition to organic growth, the company completed a number of acquisitions. J. J. Taylor Distributing Florida, Inc. acquired the MillerCoors distributing territory for the counties of Okcheehoe, Martin, St. Lucie and Indian River. In addition, the Florida division acquired a number of import brands for its entire Florida territory. This past spring, the company announced its intention to form a strategic joint venture with Southern Wine & Spirits of America, Inc.

**8. GOLD COAST BEVERAGE DISTRIBUTORS, INC.**

**C** 26.0 MILLION  
**D** $510.0 MILLION Rank #7

1751 NW 12th Ave., Pompano Beach, FL 33069,  
Tel: 954.943.3950, goldcoastbeverage.com

- **Employees:** 870
- **Key Executives:** Steve Levin, chairman, owner; Alfonso Fernandez, CEO; Eric Levin, president; Frank Schwiep, SVP, GM
- **Additional Sites (Florida):** Homestead, Miami, Palm Beach Gardens, Pompano Beach, Rockland Key
- **Principal Suppliers/Brands:** The Boston Beer Co., Brooklyn Brewery, Crown Imports, Diageo, Heineken USA, MillerCoors, Mike’s Hard Lemonade, Presidente, Sierra Nevada, Yuengling
- **Behind the Numbers:** Gold Coast Beverage Distributors is the largest beer wholesaler in Florida covering Palm Beach, Broward, Miami-Dade and Monroe counties.
9. **TOPA EQUITIES LTD. INC.**

- **Employees:** 1,132
- **Key Executive:** John Anderson Sr., chairman, president & CEO
- **Principal Suppliers/Brands:** Anheuser-Busch, Belgium, B. United International, Magic Hat and other craft and specialty imports.
- **Additional Sites:** Paradise Beverages Inc. (Kailua-Kona and Hilo, HI), Paradise Beverages Inc. (Lihue-Kauai, HI).
- **Behind the Numbers:** In 2009, Topa Equities’ beverage operations dominate the Hawaiian beer market supplying US beer brands and US import beers.

10. **L. KNIFE & SON INC.**

- **Employees:** 1,125
- **Key Executives:** Gerald Sheehan, president; Timothy Sheehan, CEO; Michael Brazel, VP sales & marketing; Brian McGuire, VP operations; Jeff Annis, VP administration; Charlie Smith, VP finance
- **Additional Sites:** Seaboard Products (Danvers, Mass.); Craft Brewers Guild (Danvers, Mass.); Union Beer Distributors (Brooklyn, N.Y.); T.J. Sheehan (Liverpool, N.Y.); Tri-Valley Beverage (Westmoreland, N.Y.); Beechwood Sales & Service (New Berlin, Wis.);
- **Behind the Numbers:** L. Knife & Son Inc. celebrated its 100th anniversary in 2009. The company acquired MillerCoors distributors in Little Rock and Shreveport in early 2010.
- **Principal Suppliers/Brands:** AB InBev, Anheuser-Busch, Coors, Corona, Heineken, Labatt, Miller, Tecate

11. **SOAVE DISTRIBUTING CO.**

- **Employees:** 530
- **Key Executives:** Anthony Soave, chairman; Cecil Troutwine, president, CITY Beverage—Illinois
- **Additional Sites:** CITY Beverage (Chicago), CITY Beverage (Arlington Heights, IL.), CITY Beverage (Markham, Ill.), CITY Beverage (Bloomington, Ill.)
- **Principal Suppliers/Brands:** AB InBev, AriZona Iced Tea, Crown Imports, Diageo, Function Brands, Gambrinus, Goose Island, Grolsch, Hansen Beverages, High Falls, Huber, Kirin, Labatt, Mickey Finns, Redhook, Sapporo, Tiger, Widmer
- **Behind the Numbers:** In 2009, Soave sold Kalamazoo Beer to West Side Distributors.

12. **HENESLEY BEVERAGE CO.**

- **Employees:** 630
- **Key Executives:** Bob Delgado, president & CEO; Bill Catalanotte, senior VP & COO;
- **Principal Suppliers/Brands:** Coors, Corona, Diageo, Heineken, High Falls, Miller, Molson, Pabst, Sierra Nevada, New Belgium, B. United International, Magic Hat and other craft and specialty imports.
- **Additional Sites:** (Arizona): Chandler and Prescott Valley
- **Behind the Numbers:** Sales last year represented a more than 55 percent market share for the company.

13. **GLAZER’S FAMILY OF COS.**

- **Employees:** 5,200
- **Key Executives:** Bennett Glazer, chairman & CEO; Sheldon Stein, president; Jerry Cargill, chairman of Advisory Board; Mike Maxwell, EVP/COO; Cary Rosell, EVP/CFO
- **Additional Sites:** (42 branches) Arizona, Arkansas, Indiana, Iowa, Kansas, Louisiana, Mississippi, Missouri, Ohio, Oklahoma, Texas
- **Principal Suppliers/Brands:** Boston Beer Co., Carlsberg, Crown Imports, Diageo, Great Lakes, Heineken USA, IBU, InBev, Mark Anthony, MillerCoors, New Belgium, Pabst, Sierra Nevada, Warsteiner
- **Behind the Numbers:** Glazer’s celebrated its 100th anniversary in 2009. The company acquired MillerCoors distributors in Little Rock and Shreveport in early 2010.

14. **THE BANKO FAMILY**

- **Employees:** 633
- **Key Executives:** Frank Banko, CEO; Frank Banko III, president
- **Additional Sites:** Banko Beverage Co. (Allentown, Pa.); Banko North, Inc. (Scranton, Pa.); HubCity Distributing (Lawrenceville, N.J.); Warren South (Blue Anchor, N.J.); Eagle Distributing Co. (Reading, Pa.)
- **Behind the Numbers:** The family-owned business is comprised of six wholesalers.
15. MONARCH BEVERAGE CO., INC

**14.5 MILLION**

$251.9 MILLION Rank #14

9347 Pendleton Pike, Indianapolis, IN 46236, Tel: 317.612.1310, monarch-beverage.com

- **Employees:** 600+
- **Key Executives:** Phil Terry, CEO; John Xenos, GM
- **Principal Suppliers/Brands:** AB InBev, Boston Beer Co., Coors, Diageo, Dogfish Head, Heineken, Labatt, Merchant Du Vin, Mike’s Hard Lemonade, Miller, New Belgium, Pabst, Rogue, Sierra Nevada, Spaten, Warsteiner
- **Behind the Numbers:** Monarch serves nearly two-thirds of Indiana’s counties.

16. HEIDELBERG DISTRIBUTING CO.

**14.9 MILLION**

$206.0 MILLION Rank #20

1518 Dalton Ave., Cincinnati, OH 45214, Tel: 513.421.5000

- **Employees:** 1,400
- **Key Executives:** Albert Vontz III, co-chairman; Vail Miller, co-chairman
- **Additional Sites:** Evendale, Ohio; Columbus, Ohio; Dayton, Ohio; Perrysburg, Ohio; Independence, Ohio; Lorain, Ohio; Norwalk, Ohio; Covington, Ky.
- **Suppliers/Brands:** AB InBev, Boston Beer Co., Coors, Corona, Diageo, Heineken USA, Mark Anthony Brands, North American Breweries, Pabst, Sierra Nevada, US Beverage
- **Behind the Numbers:** In 2009, Heidelberg purchasing Eagle Beverage Co., an exclusive AB InBev company in Springfield, Ohio.

17. FRANK B. FUHRER WHOLESALE CO.

**14.6 MILLION**

$198.0 MILLION Rank #23

3100 E. Carson St., Pittsburgh, PA 15203, Tel: 412.488.8844, fuhrerwholesale.com

- **Employees:** 290
- **Key Executives:** Frank B. Fuhrer Jr., chairman; Frank B. Fuhrer III, president
- **Principal Suppliers/Brands:** A-B, Bartles & Jaymes, Boston Beer Co., Coors, Corona, Diageo, Mike’s Hard Lemonade, Molson, Pabst, St. Pauli Girl, Yuengling
- **Behind the Numbers:** Frank B. Fuhrer serves western Pennsylvania with domestic, import and specialty beers.

18. STANDARD SALES CO., L.P.

**14.5 MILLION**

$215.9 MILLION Rank #14

4800 E. 42nd St., Suite 400, Odessa, TX 79762, Tel: 432.367.7662, standardsales-company.com

- **Employees:** 500
- **Key Executives:** Frank Deaderick, president; Lanny Layman, executive VP
- **Additional Sites:** Odessa-Midland, Texas; Lubbock, Texas; San Angelo, Texas; Colorado Springs, Colo.; Littleton, Colo.; Pueblo-Alamosa, Colo.; A&B Distributing Co. Inc. (Olive Branch-Corinth, Miss.)
- **Principal Suppliers/Brands:** Anheuser-Busch
- **Behind the Numbers:** Standard Sales continues to grow while maintaining a close partnership with Anheuser-Busch.

19. UNITED DISTRIBUTORS, INC.

**14.0 MILLION**

$225.0 MILLION Rank #18

5500 United Drive, Smyrna, GA 30082, Tel: 678.305.2000

- **Employees:** 1,000
- **Key Executives:** Douglas Hertz, president; Pete Moraitakis, COO; Chuck Guth, GM, beer division for Georgia
- **Additional Sites (Georgia):** Savannah and Atlanta
- **Principal Suppliers/Brands:** Abita Brewing, AB InBev, Diageo, Heineken, Mike’s Hard Lemonade, MillerCoors, Pabst, Rogue Brewery, Sierra Nevada, Terrapin Beer Co.
- **Behind the Numbers:** United Distributor’s Inc. strives to be successful while focusing on its shareholders, suppliers, customers, employees and community.

20. SCHENCK CO.

**13.5 MILLION**

$242.0 MILLION Rank #15

3861 Shader Road, Orlando, FL 32808, Tel: 407.532.8770, schenck.com

- **Employees:** 535+
- **Key Executives:** Kelley Mossburg, president & GM; Kym Merrill, CFO & VP finance; Sean Eckhardt, VP sales; Rubens Taveira, VP marketing; Nancy Tallent, VP human capital
- **Additional Sites (Florida):** Rockledge and Lakeland
- **Principal Suppliers/Brands:** Crown Imports, Diageo, Heineken USA, MillerCoors, Yuengling
- **Behind the Numbers:** Schenck Co. recorded its fifth consecutive year of share growth.

21. GULF DISTRIBUTING HOLDINGS, LLC

**13.0 MILLION**

$219.0 MILLION Rank #19

2278 Moffett Road, Mobile, AL 36607, Tel: 251.476.9600, gulfdistributing.com

- **Employees:** 510
- **Key Executives:** Elliot Maisel, chairman and CEO, Gulf Distributing Holdings, LLC; Thomas Gangle, treasurer and CFO, Gulf Distributing Holdings, LLC; William E. Dial Jr., president, Gulf Distributing Co., LLC; Chris Haas, COO, Goldring Gulf Distributing Co., LLC; Walker Grant, president, Allstate Beverage Co., LLC; Chuck Grant, chairman, Allstate Beverage Co., LLC
- **Additional Sites:** Gulf Distributing Co., LLC (Mobile, Ala.); Goldring Gulf Distributing Co., LLC (Pensacola, Fla., Ft. Walton Beach, Fla., Panama City, Fla.); Allstate Beverage Co., LLC (Montgomery, Ala.); Energy Beverage Management LLC (a stand alone Red Bull sales company in Mississippi)
- **Suppliers/Brands:** Abita, Bell’s, Big Red, Brooklyn Brewery, Crown Imports, Diageo, Dogfish Head, DPSG, Heineken, Magic Hat, Merhant du Vin, MillerCoors, Nestlé, Oskar Blues, Pabst, Red Bull, Rogue, Sam Adams, Sweetwater, Yuengling
- **Behind the Numbers:** Gulf Distributing Holdings, LLC has offices and warehouses in three Florida cities and four Alabama cities (Mobile, Montgomery, Dothan and Demopolis). Last year, the company sold about 1 million cases of non-alcoholic.
22. THE HOUSE OF LaROSE

- Employees: 400
- Key Executives: Bo Huggins, president & CEO; Scotty Heckel, SVP; Rick Roberts, GM
- Principal Suppliers/Brands: A-B, Boulevard Brewing Co., Deschutes Brewery, Diageo, The Gambrinus Co., Heineken USA, Labatt USA, Mike’s Hard Lemonade, MillerCoors, Moosehead, New Belgium, Pabst
- Behind the Numbers: This year marks 42 years of business for the distributor.

23. HOUSTON DISTRIBUTING CO.

- Employees: 315
- Key Executives: Thomas LaRose, chairman & CEO; James LaRose, president & COO
- Principal Suppliers/Brands: AB InBev, Crown Imports, Dad’s Root Beer, Goose Island, Hansen’s, Mark Anthony Brands
- Behind the Numbers: House of LaRose celebrates its sixth year in a state-of-the-art facility.

24. CLARE ROSE, INC.

- Employees: 284
- Key Executive: Sean Rose, president & CEO
- Additional Site: Clare Rose (Melville, N.Y.)
- Principal Suppliers/Brands: A-B, Blue Point, Heineken, Monster
- Behind the Numbers: Clare Rose distributes a portfolio of products that it says is second to none on Long Island.

25. PREMIER DISTRIBUTING CO. INC.

- Employees: 370
- Key Executive: Edward Dobbs, president
- Additional Sites (New Mexico): Clovis, Farmington, Gallup, Mesilla Park, Santa Fe
- Principal Suppliers/Brands: AB InBev, Del Norte, Odell, Xingtea
- Behind the Numbers: The company distributes Monster and Hansen products in all accounts in Albuquerque, Santa Fe and Gallup, New Mexico. Previously, Premier only had on-premise distribution rights.