



WORLDWIDE 100

Beverage Executive ranks the 100 largest companies in the world by revenue generated by alcohol and/or non-alcohol beverage sales.

1. Anheuser-Busch InBev

Leuven, Belgium, ab-inbev.com

\$36,297.0

CEO: Carlos Brito

Primary Market Segment: Beer

The brewing giant always has tried to dabble a bit in the craft beer world, but it made its intentions to play in the segment clearly known in early 2011 when it announced it was acquiring Chicago-based brewer Goose Island.

2. The Coca-Cola Company

Atlanta, GA, USA, coca-cola.com

\$35,119.0

Chairman & CEO: Muhtar Kent

Primary Market Segment: Soft Drinks

The Coca-Cola Company added more than 1 billion unit cases of volume in 2010, an increase of 5 percent. Trademark Coca-Cola accounted for nearly 400 million unit cases of incremental volume. Also, Minute Maid Pulpy, developed just five years ago in China, grew into the company's 14th billion-dollar brand. Coke also began the integration of the entire North American



business of Coca-Cola Enterprises Inc. The result: organic volume growth for each of the last three quarters of 2010.

3. Nestlé

Vevey, Switzerland, nestle.com

\$33,589.0

CEO: Paul Bulcke,

Primary Market Segments:

Bottled Water, Healthful Drinks

Nestlé Waters, the No. 1 bottled water company globally, experienced growth in Europe, the Americas, Oceania and Asia, which continued throughout the year, the

company reports, as consumers resumed purchases in the bottled water segment, notably in developed markets. The company gained market share in North America as well as most other developed markets where it has presence, and Nestlé Pure Life, recognized as the leading bottled water brand in the world, again saw double-digit gains, according to the company.

4. SABMiller

London, U.K., sabmiller.com

\$28,311.0*

1 Beverage Executive Estimate
2 Forbes America's Largest Private Companies
3 InsideView, a leading provider of sales intelligence
4 Beverage Marketing Corporation
Figures have been converted into U.S. dollars based on exchange rates for Dec. 31, 2010 unless otherwise specified.
Dollar amounts are listed in millions.



Chief Executive: Graham Mackay

Primary Market Segment:

Beer, Soft Drinks

SABMiller reported group revenue up 7 percent over 2009 with lager volumes up 2 percent. Among top performing lagers in the company's portfolio, Castle Light is now being reported as the largest premium beer in South Africa as the result of the brand's "extra cold" messaging and strategically placed refrigeration equipment in select locations. Last month, Foster's Group's board accepted the takeover bid from the company for a reported \$10 billion. *Performance to March 31, 2011

5. PepsiCo, Inc.

Purchase, N.Y., USA, pepsico.com

\$21,400.0¹

Chairwoman & CEO: Indra Nooyi

Primary Market Segment: Soft Drinks

Net revenue increased 102 percent, primarily reflecting the incremental finished goods revenue related to the closing of its acquisition of its two anchor U.S. bottlers, Pepsi Bottling Group and PepsiAmericas, Inc., as well as incremental volume related to its Dr Pepper Snapple Group manufacturing and distribution agreement. However, North America volumes declined 1 percent, driven by a 3-percent decline in CSD volume.

6. Heineken

Amsterdam, The Netherlands, heinekeninternational.com

\$21,378.6

Chairman of the Executive Board/CEO:

Jean-François van Boxmeer

Primary Market Segment: Beer

Heineken's European and U.S. businesses found it a tough go—especially markets in Central and Eastern Europe, which were strongly affected by the economic downturn. Overall, the company's volume and revenue were impacted and declined by 3.1 percent and 2.2 percent, respectively. However, brand Heineken continued to demonstrate its strength, growing by 3.4 percent.

7. Diageo

London, U.K., diageo.com



\$20,470.8*

CEO: Paul Walsh

Primary Market Segments:

Spirits, Wine & Beer

Diageo credits stronger performance in the second half of its fiscal year and improved pricing and product mix for the 5 percent organic growth in net sales and operating profit for the year. Volume grew 3 percent. It also made significant investments in emerging markets with the purchase of a controlling stake in Serengeti Breweries in Tanzania and an equity stake in Vietnam's Halico, as well as the acquisition of Mey Icki in Turkey.

*Fiscal year ended June 30, 2011

8. Suntory Holdings Limited

Osaka, Japan, suntory.com

\$19,629.8

Chairman of the Board:

Nobutada Saji

Primary Market Segment: Beer, Spirits, Soft Drinks

Suntory's non-alcohol brands saw increased case sales domestically while its overseas business also performed well. On the alcohol side of the business, though beer case sales increased 1.9 percent, it was whisky sales that experienced significant growth. The company notes that its Japanese whisky is growing in popularity in Europe as well as the U.S. with overseas sales growing more than 30 percent.

9. Kirin Holdings Co. Ltd.

Tokyo, Japan, kirinholdings.com

\$17,236.0

President & CEO: Senji Miyake

Primary Market Segments:

Beer, Spirits, Soft Drinks

The Kirin Group acquired Lion Nathan and National Foods, leading companies in Australia in 2009.

10. Asahi Group Holdings, Ltd.

Tokyo, Japan, asahigroup-holdings.com

\$16,289.3

President: Naoki Izumiya

Primary Market Segments:

Beer, Soft Drinks

In 2010, Asahi Soft Drinks Co., Ltd. achieved its eighth consecutive year of growth, partially due to the launch of Asahi TeaO and the acquisition of Asahi Rokko no Oishii Mizu mineral water. In 2011, the company is looking to claim a 10 percent market share in the domestic soft drinks market, it says.

11. FEMSA

Monterrey, Mexico, femsa.com

\$12,943.9¹

CEO: José Antonio Fernández Carbajal

Primary Market Segment: Soft Drinks

In early 2010, Heineken acquired FEMSA Cerveza. As part of the deal, FEMSA got a 20 percent stake in the Dutch brewing giant. The annual revenue figures *Beverage Executive* reports include that of Coca-Cola FEMSA and estimated revenue



from the Heineken stake.

12. Carlsberg

Copenhagen, Denmark, carlsberg.com

\$10,683.9

CEO: Jørgen Buhl Rasmussen

Primary Market Segment: Beer



The company increased marketing investments by double-digit percentages in all of its markets in 2010 to drive profitable growth. The investments targeted key brands, new products and innovations.

13. Pernod Ricard

Paris, France, pernod-ricard.com

\$10,230.5

CEO: Pierre Pringuet

Primary Market Segments: Wine & Spirits

The company reported growth in all regions, and a 6-percent volume gain for its top 14 brands. Five of those brands reported double-digit growth: Royal Salute, 27 percent; Martell, 22 percent; Jameson, 20 percent; Perrier Jouët, 17 percent and The Glenlivet, 14 percent.

14. Dean Foods

Dallas, Texas, USA, deanfoods.com

\$9,217.0

Chairman & CEO: Gregg Engles

Primary Market Segment: Dairy

In 2010, Dean foods experienced the most difficult year in the company's history. While it remained a profitable company, the financial pressures that began impacting its core dairy business in late 2009 continued throughout the year and into 2011.

15. Coca-Cola Bottling Hellenic

Maroussi, Greece, coca-colahellenic.com

\$9,003.07

CEO: Doros Constantinou

Primary Market Segment: Soft Drinks

In response to accelerated changes in the marketplace, Coke Hellenic launched a new group-wide strategic initiative called 'Customers at the Heart of Everything we Do.' Under this initiative, the company is reinforcing a customer-centric mindset across its entire organization and creating new, innovative customer partnerships.

16. Kraft Foods

Northfield, IL, USA, kraftfoodscompany.com

\$8,800.0

Chairman & CEO: Irene Rosenfeld

Primary Market Segment:

Non-Alcohol Beverages

Total revenue for all of Kraft's business, of which beverages represent an

increasing percentage—18 percent as of last year—was \$49.2 billion. Kraft's big 2011 news was that its Tang brand crossed the \$1 billion threshold.

17. Southern Wine & Spirits

Miami, FL, USA, southernwine.com

\$8,600.0²

Chairman & CEO: Harvey Chaplin

Primary Market Segments:

Wine and Spirits Distribution

Southern Wine & Spirits is recognized as the largest wine and spirits distributor in the U.S. and in 2010, it secured strategic business investments that would help grow its footprint. Southern and J.J. Taylor entered a joint venture in Minnesota in 2010 to distribute wine and spirits in the state. The company also formed a joint venture with Frederick P. Winner in Maryland and Washington, D.C.

18. Grupo Modelo

Mexico City, Mexico, gmodelo.com

\$6,862.2

Chairman of the Board and CEO:

Carlos Fernandez

Primary Market Segment: Beer

The company turned 85 in 2010 and began operating the first phase of its new facility, which it calls the most modern brewery in the world, in the northern part of the state of Coahuila in Mexico. Also, the company expanded distribution of its Corona Extra brand to 170 countries.

19. Coca-Cola Enterprises

Atlanta, GA, USA, cokece.com

\$6,714.0

CEO: John Brock

Primary Market Segment: Soft Drinks

In early 2010, CCE sold its North American business to The Coca-Cola Company, retaining its operations in Belgium, Great Britain, France, Luxembourg, the Netherlands, Norway and Sweden. The current year marks the 25th anniversary of CCE's listing on the New York Stock Exchange (NYSE: CCE).

20. Dr Pepper Snapple Group

Plano, Texas, drpeppersnapplegroup.com

\$5,636.0

President & CEO: Larry Young



Primary Market Segment: Soft Drinks
The Hawaiian Punch brand's Punchy mascot turned 50 this year. The company celebrated by giving him a complete 21st century surfer-dude makeover.



Meanwhile, the 7UP brand partnered with the "Captain America: the First Avenger" film to launch the "Rev Up with Captain America Sweepstakes," giving fans a chance to win a Harley Davidson motorcycle.

21. Bacardi Limited

Hamilton, Bermuda, bacardilimited.com

\$5,600.0¹

President & CEO: Séamus McBride

Primary Market Segment: Spirits

In 2010, BACARDI rum was awarded the International High Quality Trophy for BACARDI Gold, BACARDI 8 and BACARDI Reserva Limitada by the Monde Selection International Institute for Quality Selections. Also, the company launched ERISTOFF Gold, a caramel and vanilla flavored vodka. The new flavor, according to the company, broke industry records in Austria.

22. Red Bull GmbH

Fuschl am See, Austria, redbull.com

\$5,175.0

CEO: Dietrich Mateschitz

Primary Market Segment: Energy Drinks

A total of 4.2 billion cans of Red Bull were sold worldwide in 2010,

representing an increase of 7.6 percent against 2009. Sales rose in Turkey (86 percent), Japan (80 percent), Brazil (32 percent), Germany (13 percent) and the U.S. (11 percent).



23. Republic National Distributing Co.

Atlanta, GA, USA & New Orleans, LA, USA
rndc-usa.com

\$5,000.0

President: Tom Cole

Primary Market Segment:

Wine, Spirits

RNDC continued to expand in 2010 announcing an agreement to acquire certain assets of NWS, LLC, Indiana, and Sparrow and Associates, the leading spirits broker in Virginia and North Carolina. Sparrow will become a division of Republic National's existing spirit brokerage company. Also, Foster's Wine Estates announced a long-term distribution agreement with RNDC.

24. The Charmer-Sunbelt Group

New York, N.Y., USA, charmer-sunbelt.com

\$4,695.0

Chairman & CEO: Charles Merinoff

Primary Market Segment: Wine & Spirits

The Charmer-Sunbelt Group was included in the InformationWeek 500, an annual listing that identifies and honors the nation's most innovative users of information technology. Also, Associated Distributors, LLC, a member

of The Charmer Sunbelt Group (CSG), announced its plans to acquire the assets of Virginia Distributing Co. of Richmond, Va.

25. Coca-Cola West Co. Ltd.

Fukuoka, Japan, ccwest.co.jp

\$4,644.1

Representative Director & President:

Tamio Yoshimatsu

Primary Market Segment: Soft Drinks

According to the company, 2010 marked an increase in the volume of soft drinks for the first time in three years in Japan, hitting a record high for the past 20 years. Carbonated soft drinks, tea drinks, sports beverages and mineral water all saw increases in volume over 2009. Coca-Cola West was the market share leader in over-the-counter sales in Japan for CSDs, canned coffee, blended tea and sports drinks.

26. Moët Hennessy Louis Vuitton

Paris, France, lvmh.com

\$4,365.1

Chairman & CEO: Bernard Arnault

Primary Market Segment: Wine & Spirits

While there were many highlights within the company's wine and spirits portfolio, the one that stands out among them was the introduction of several new vintages from Dom Pérignon, a first for the industry, the company notes, which achieved critical acclaim.

27. Ito En

Tokyo, Japan, itoen.co.jp





\$4,328.9

President: Daisuke Honjo

Primary Market Segment:

Tea Producer, Marketer

ITO EN achieved a sales increase of 5.6 percent over last year. This year commemorated the 30th anniversary of Oolong Tea, which ITO EN pioneered in introducing to the Japanese marketplace. Promotional activities centering around this celebration accelerated sales, along with the growing popularity of the New York inspired TEAS' TEA line.

*Fiscal year ended April 30, 2011

28. Sapporo Holdings

Tokyo, Japan, sapporoholdings.jp

\$4,184.8

Chairman and Representative Director:

Takao Murakami

Primary Market Segments:

Beer, Spirits, Soft Drinks

For the first time in six years, the alcohol beverages business in Japan saw year-on-year sales volumes increase, the company reported. Internationally, the business also saw year-on-year increases in sales in the alcohol business—notably in North America—and its soft drink business.

29. Arla Foods

Viby J, Denmark, arlafoods.com

\$4,181.0¹

CEO: Peder Tuborgh

Primary Market Segment: Dairy

Arla enjoyed positive developments, which made it possible to increase the milk price paid to the cooperative members five times. At the end of the year, a proposed merger with the German dairy Hansa-Milch was announced.

30. Constellation Brands

Fairport, N.Y., USA, cbrands.com

\$4,096.7

President & CEO: Rob Sands

Primary Market Segment:

Wine, Spirits & Beer

Late last year, the company said it would sell its Australian and UK businesses—Constellation Wines Australia and Europe (CWAE)—to CHAMP Private Equity of Sydney, Australia.

31. Coca-Cola Amatil

Sydney, Australia, ccamatil.com

\$4,014.85¹

Group Managing Director:

Terry Davis

Primary Market Segment: Soft Drinks

The company says the successful execution of its infrastructure programs in expanding capacity, operational efficiency and cold drink coolers, as well as successful new product and package innovation, continues to distinguish the performance of CCA from its food and beverage peer group. Highlights included the continued growth of Coke Zero, which grew volumes by 7 percent.

32. Groupe Danone

Paris, France, danone.com

\$3,847.4¹

CEO: Franck Riboud

Primary Market Segment:

Liquid Dairy, Bottled Water

Danone reported a year of landmark events including the launch of Danone-Unimilk joint venture in Russia making Danone the leader for dairy products in the country. The company also started a joint venture with Chiquita Brands International, Inc. to market fruit-based drinks, based on Chiquita's "Just Fruit in a Bottle" platform in Europe. The Waters Division of the company, which makes up 17 percent of sales, saw double-digit growth in emerging countries.

33. Oetker Gruppe

Bielefeld, Germany, oetker-gruppe.de

\$3,770.3¹

Chairman: Richard Oetker

Primary Market Segment:

Beer, Wine and Soft Drinks

The Beer and Non-Alcoholic Beverages Division recorded a gain of 3.1 percent in sales, representing a 17.3 percent share of the company's total sales (2009: 19.9 percent). Sales in the Sparkling Wine, Wine and Spirits Division rose by 2.6 percent, accounting for a share of 6.8 percent of the total sales (2009: 7.9 percent).

34. Unilever

London, UK, unilever.com

\$3,723.6¹

CEO: Paul Polman

Primary Market Segment: Soft Drinks

The fastest growth was in the soy-based drinks business in Latin America, where new packaging and advertising drove another year of strong performance. Tea also performed well, with volume share gains in a number of key markets including the U.K. The company also moved to strengthen the brand equity of Lipton.

35. Groupe Castel

Blanquefort, France, groupe-castel.com

\$3,445.4

President: Pierre Castel

Primary Market Segment: Wine

Between 2007 and 2010, Groupe Castel acquired four wine producers and a wine distributor, Friedrich S.A.S., specializing in alternative packaging formats, such as bag-in-box, according to published reports. The company is France's largest wine producer and the fourth largest globally.

36. Brown-Forman

Louisville, KY, USA, brown-forman.com

\$3,404.0

Chairman & CEO: Paul Varga

Primary Market Segment: Spirits

In its most important single country, the U.S., performance lagged the competition. Corrective actions on both fronts include new brand expressions within the portfolio, packaging enhancements, a more effective investment mix, and a generally more impactful marketing and sales effort.

37. Molson Coors Brewing Co.

Denver, CO, USA, molsoncoors.com

\$3,254.4

President & CEO: Peter Swinburn

Primary Market Segment: Beer

Molson Coors last month became the latest beverage company to be named to the Dow Jones Sustainability North America Index. The index recognizes the top 20 percent of North American companies in terms of economic, environmental and social performance.

38. Glazer's Distributor

Dallas, TX, USA, glazers.com

\$3,200.0



President & CEO: Sheldon "Shelly" Stein
Primary Market Segments: Spirits & Wine
 The company recently developed Glazer's University, an education program in which its own employees, as well as those of its suppliers and retailers, can get free training to become experts on wine, beer and spirits.

39. E&J Gallo Winery
 Modesto, CA, USA, ejgallo.com
\$3,000.0²

CEO: Joseph Gallo
Primary Market Segment: Wine
 In June 2011 the 78-year-old privately held wine producer acquired Edna Valley Vineyard & Winery from Diageo Chateau & Estate Wines Co. and Paragon Vineyard Co., which had held Edna Valley in a JV.

40. Tsingtao
 Qingdao, China, tsingtao.com.cn
\$2,975.5

Executive Director & Chairman: Sun Mingbo
Primary Market Segment: Beer
 The 108-year-old beer brand has gained numerous accolades in recent years. It has been named twice to *Financial Times*' "Top 10 Chinese Global Corporate Brands."

41. Beam
 (Formerly Fortune Brands)
 Deerfield, IL, USA, beamglobal.com
\$2,700.0

President & CEO: Matt Shattock
Primary Market Segment: Spirits
 Early this month, Fortune Brands officially changed its name to Beam when it spun off its Home & Security Unit. The spun-off company became Fortune Brands Home & Security. Last year, Maker's Mark passed the 1 million case mark.

42. Anadolu Efes
 Istanbul, Turkey, efesbev.com
\$2,680.6

Chairman: Tuncay Özilhan
Primary Market Segment: Beer, Soft Drinks
 In 2010, 56 percent of the company's consolidated sales volume was generated by its beer operations while soft drink operations contributed 44 percent.

43. Fraser & Neave
 Singapore, fraserandneave.com
\$2,562.4

Chairman: Lee Hsien Yang
Primary Market Segment: Soft Drinks, Dairy
 For the company's soft drinks business, the year was characterized by substantially higher brand investments, a faster pace of new product introductions and a new distribution agreement for Red Bull energy drink (in Malaysia).

44. Foster's Group
 Melbourne, Australia, fostersgroup.com
\$2,311.9^{*}

CEO & Executive Director: John Pollaers
Primary Market Segment: Beer
 Late last month, the Foster's board accepted the takeover bid from SABMiller for a reported \$10 billion. On next year's Worldwide 100, SABMiller's sales figures will include the revenue brought in by the Foster's acquisition. *Fiscal year ended June 30, 2011

45. Groupe Lactalis
 Laval, France, lactalis.fr
\$2,268.0¹

CEO: Michael Léonard
Primary Market Segment: Dairy
 Lactalis' Spain division took part in several buyouts covering the entire Spanish dairy market and early 2011 would see the company begin to acquire a major stake in the Italian brand Parmalat.

46. Embotelladoras Arca (now part of Arca Continental)
 Monterrey, Mexico, arcacontal.com
\$2,188.4

CEO: Francisco Garza Egloff
Primary Market Segments: Soft Drinks

47. Young's Market Co.
 Los Angeles, CA, USA, youngsmarket.com
\$2,120.0²

CEO: Chris Underwood
Primary Market Segments: Wine & Spirits

48. HP Hood
 Lynnfield, MA, USA, hood.com
\$2,000.0¹

Chairman, President & CEO: John A. Kaneb

Primary Market Segment: Dairy

49. Asia Pacific Breweries
 Singapore, apb.com
\$1,944.6

CEO: Roland Pirmez
Primary Market Segment: Beer

50. Reyes Beverage Group
 Rosemont, IL, USA, reyesbeveragegroup.com
\$1,900.0

CEO: Duke Reyes

51. Embotelladora Andina
 Santiago, Chile, koandina.com
\$1,899.2

Chairman of the Board: Juan Claro
Primary Market Segments: Brewer, Soft Drinks



52. DyDo Drinco, Inc.
 Osaka, Japan, dydoco.jp
\$1,870.8

President: Tomihiro Takamatsu
Primary Market Segment: Soft Drinks

53. Cott Corp.
 Tampa, Fla., cott.com
\$1,803.3

CEO: Jerry Fowden
Primary Market Segment: Soft Drinks (Private Label)

54. Britvic
 Chelmsford, UK, britvic.com
\$1,734.1



CEO: Paul Moody
Primary Market Segment: Soft Drinks

55. Gruppo Campari
Milan, Italy, camparigroup.com
\$1,556.7

CEO: Bob Kunze-Concewitz
Primary Market Segment:
Spirits, Wine & Soft Drinks

56. Mikuni Coca-Cola Bottling Co., Ltd.
Saitama, Japan, mikuni-ccbc.co.jp
\$1,522.8

Representative Director President:
Motoyoshi Shiina
Primary Market Segment: Soft Drinks

57. Coca-Cola Bottling Co. Consolidated
Charlotte, N.C., USA,
cokeconsolidated.com
\$1,514.6

Chairman of the Board & CEO:
J. Frank Harrison III
Primary Market Segment: Soft Drinks

58. Wirtz Beverage Group
Chicago, IL, USA,
wirtzbeveragegroup.com
\$1,500.0¹

Chairman & President: W. Rockwell Wirtz
Primary Market Segments:
Wine, Spirits & Beer

59. GlaxoSmithKline
Middlesex, United Kingdom, gsk.com
\$1,486.3

CEO: Andrew Witty
Primary Market Segment:
Nutritional Beverages

60. The Wine Group
San Francisco, CA, USA
\$1,400.0¹

CEO: David Kent
Primary Market Segment: Wine

61. Ajinomoto
Tokyo, Japan, ajinomoto.com
\$1,334.7¹

President: Masatoshi Ito
Primary Market Segment:
New Age Beverages

62. Honickman Affiliates
Pennsauken, N.J., USA
\$1,330.0³

CEO: Jeffrey Honickman
Primary Market Segment: Soft Drinks

63. Hansen's Natural Corp.
Corona, CA, USA, hansens.com
\$1,303.9

Chairman & CEO: Rodney Sacks
Primary Market Segment:
Energy Drinks/Functional Beverages

64. William Grant & Sons
Dufftown & London, U.K.
williamgrant.com
\$1,300.0¹

Chief Executive: Stella David
Primary Market Segment: Spirits

65. Eckes-Granini Group GmbH
Nieder-Olm, Germany,
eckes-granini.com
\$1,256.9

Chairman: Thomas Hinderer
Primary Market Segment:
Fruit Juice

66. Ocean Spray
Lakeville-Middleboro, MA, USA
oceanspray.com
\$1,205.3⁴

President & CEO: Randy Papadellis
Primary Market Segment: Juice

67. Remy Cointreau Group
Cognac, France, remy-cointreau.com
\$1,203.1^{*}

CEO: Jean-Marie Laborde
Primary Market Segment: Distilled Spirits
*Fiscal year ended March 31, 2011

68. Grupo Continental
Tampico, Mexico, arcacontal.com
\$1,156.2

CEO: Francisco Garza Egloff
Primary Market Segment: Soft Drinks
Grupo Continental is now part of Arca Continental; see Embotelladoras Arca entry above

69. Swire Pacific
Hong Kong, China, swirepacific.com
\$1,098.1

Director and Chairman of the Company:
Christopher Dale Pratt, CBE
Primary Market Segment: Soft Drinks

70. C&C Group
Dublin, Ireland, candcgroupplc.com
\$1,047.0

CEO: John Dunsmore
Primary Market Segment: Cider

71. San Miguel Corp.
Metro Manila, Philippines,
sanmiguel.com.ph





\$1,014.1

Chairman & CEO:

Eduardo M. Cojuangco Jr.

Primary Market Segments: Beer, Spirits, Soft Drinks

72. Hite-Jinro Group

Seoul, Korea, hite.com

\$901.4

CEO: Park Moon-deuk

Primary Market Segment:

Beer, Spirits

73. Campbell's Soup Co.

Camden, N.J., USA,

campbellsoupcompany.com

\$825.0¹

President & CEO: Denise Morrison

Primary Market Segment: Juice

74. Silver Eagle Distributors

Houston, Texas, USA

wideworldofbud.com

\$821.0

CEO & President: John Nau III

Primary Market Segment: Beer

75. Pepsi Bottling Ventures

Raleigh, N.C., USA,

pepsibottlingventures.com

\$782.0

President & CEO: Keith Reimer

Primary Market Segment: Soft Drinks

76. The Warsteiner Group

Warstein, Germany, warsteiner.com

\$746.0

Managing Partner: Catharina Cramer

Primary Market Segment: Beer

77. DS Waters of America

Atlanta, GA, USA, water.com

\$745.8⁴

CEO: K. Dillon Schickli

Primary Market Segment:

Bottled Water

78. Columbia Distributing

Kent, WA, USA, coldist.com

\$725.3

CEO/President: Gregg Christiansen

Primary Market Segment:

Beer Distribution

79. Coca-Cola Bottling Co. United, Inc.

Birmingham, AL, USA,

unitedcoca-cola.com

\$712.0

Chairman & CEO: Claude Nielsen

Primary Market Segment:

Soft Drinks

80. CEDC

Warsaw, Poland, ccdc.com

\$711.5

Chairman, President & CEO:

William Carey

Primary Market Segment: Spirits

81. Ben E. Keith Beverages

Dallas, TX, USA, benekeithbeers.com

\$700.0

Chairman & CEO: Robert Hall

Primary Market Segment:

Beer Distribution

82. Manhattan Beer

Distributors, LLC

Bronx, NY, USA, manhattanbeer.com

\$670.0

President & CEO: Simon Bergson

Primary Market Segment:

Beer Distribution

83. Freixenet S.A.

Barcelona, Spain, freixenet.biz

\$649.4

President: José Lluís Bonet

Primary Market Segment:

Sparkling Wine

84. National Beverage Corp.

Fort Lauderdale, FL, USA

\$600.2

Chairman & CEO: Nick Caporella

Primary Market Segment: Soft Drinks

85. Pabst Brewing Co.

Woodbridge, IL, USA

pabstbrewingco.com

\$600.0¹

Chairman & CEO:

Dean Metropoulos

Primary Market Segment: Beer

86. Goldring/Moffett Holdings

New Orleans, LA, USA

\$590.0

Co-Chairmen: William Goldring

and James Moffett Sr.

Primary Market Segment:

Beer Distribution

87. Welch's

Concord, MA, USA, welchs.com

\$560.4 million

President & CEO: Bradley Irwin

Primary Market Segment: Juice

88. Florida's Natural

Lake Wales, FL, USA

floridanatural.com

\$560.1⁴

CEO: Stephen Caruso

Primary Market Segment: Juice

89. Gold Coast Distributors

Pompano Beach, FL, USA

\$545.0

CEO: Frank Schwiep

Primary Market Segment: Beer Dist.



90. Andrews Distributing Cos.

Dallas, TX, USA, andrewsdistributing.com

\$542.0

Chairman & CEO: Barry Andrews

Primary Market Segment: Beer Distribution

91. Buffalo Rock

Birmingham, AL, USA,
buffalorock.com

\$520.0

Chairman of the Board & CEO: James Lee III

Primary Market Segment: Soft Drinks

92. The Boston Beer Co.

Boston, MA, USA, bostonbeer.com

\$505.9

Chairman: Jim Koch

Primary Market Segment: Beer

93. Topa Equities Ltd.

Los Angeles, CA, USA, topa.com

\$458.2

Chairman, President & CEO: John Anderson

Primary Market Segment: Beer

Distribution

94. Glazer's Family of Cos.

Dallas, TX, USA, glazers.com

\$432.0

Chairman & CEO: Bennett Glazer

Primary Market Segment: Beer

Distribution

95. G&J Pepsi-Cola Bottlers, Inc.

Cincinnati, OH, USA

\$426.4

Chairman: Stanley Kaplan

Primary Market Segment: Soft Drinks

96. J.J. Taylor Cos. Inc.

Jupiter, FL, USA, jttaylor.com

\$422.0

President: John Taylor III

Primary Market Segment: Beer

97. Sunny Delight Beverages Co.

Cincinnati, Ohio, USA, sunnyd.com

\$364.5⁴

President & CEO: William Cyr

Primary Market Segment: Juice

98. Coca-Cola Bottling Co. of Northern New England

Bedford, N.H., USA

\$335.0

President & CEO: Larry Lordi

Primary Market Segment: Soft Drinks

99. Hensley Beverage Co.

Phoenix, AZ, USA, hensley.com

\$326.0

President & CEO: Bob Delgado

Primary Market Segment: Beer Distribution

100. Gulf Distributing Holdings, LLC

Mobile, AL, USA

\$313.6

Chairman and Manager: Elliot Maisel

Primary Market Segment: Beer

Distribution **BE**