

Beverage Executive's

# Distribution 20

We rank the top 20  
beer wholesalers in  
the United States.

Ranked by case volume



## 1 Reyes Beverage Group (RBG)

6250 N. River Road, Rosemont, IL 60018  
Tel: 847.227.6500, [reyesbeveragegroup.com](http://reyesbeveragegroup.com)

**CV** 93.0 MIL **DS** \$1.9 BIL

**Number of Employees:** 2,000

**Principals:** 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, Maryland and Washington, D.C.; Bob Johnston, president, Florida Distributing Co.; Patrick Collins, president, Lee Distributors; Steve Sourapas, president, Crest Beverage

**Other Locations:** Anaheim, Calif., Chantilly, Va., Charleston, S.C., Chicago, Orlando, Fla., San Bernardino, Calif., Washington, D.C., Maryland

**Leading Suppliers/Brands:** Boston Beer, Crown Imports, Diageo-Guinness USA, Dogfish Head, Heineken USA, MillerCoors, Mike's Hard Lemonade Co., New Belgium, Sierra Nevada, Yuengling

**The Details:** The beer division of Reyes Holdings collected more accolades



and acquisitions over the past year. A number of suppliers recognized RBG distributorships with top honors for operational excellence, for driving sales and volume for their brands while delivering the industry's messages on responsible consumption. The family-run distributorship also expanded its territory in Virginia through brand acquisitions in existing and expanded territories. RBG looked to carry that

growth throughout 2011 with the acquisition of The Schenck Co. in Orlando, Fla., early in the year.

## 2 Silver Eagle Distributors, L.P.

7777 Washington Ave., Houston, TX  
77007 Tel: 713.869.4361, [silvereagle.com](http://silvereagle.com),  
[wideworldofbud.com](http://wideworldofbud.com), [craftbrewers.com](http://craftbrewers.com)

**CV** 45.6 MIL **DS** \$821.0 MIL

**Number of Employees:** 1,200+

**Principals:** 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

**Other Locations:** Conroe, Cypress, Rosenberg and San Antonio, Texas

**Leading Suppliers/Brands:** ABInBev, Crown Imports, Green Mountain Bev, Inc., North American Breweries, Phusion Projects, Saint Arnold Brewing Co., Sierra Nevada Brewing Co., Sweet Leaf, Sapporo USA, Inc., Winery Exchange, Inc.

**The Details:** The company's commitment to quality service, brands and people is the key to its success. While the challenging economic environment has impacted Silver Eagle, it remains committed to growing its market share each year. In the past year, the company has remained true to this commitment,

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increasing its share of the market throughout the 16 counties that it serves.

## 3 Ben E. Keith Beverages

1805 Record Crossing, Dallas, TX 75235,  
Tel: 214.634.1500, benekeithbeers.com

**CV** 38.7 MIL **DS** \$700.0 MIL

**Number of Employees:** 1,285

**Principals:** Robert Hallam, chairman & CEO; Howard Hallam, president & COO; John Hallam, vice president; Robert Hallam Jr., vice president; Kevin Bartholomew, president

**Other Locations:** Abilene, Amarillo, Austin, Brownwood, College Station, Commerce, Corpus Christi, Dallas, Denton, El Paso, Frisco, Ft. Worth, Houston, Kerrville, Llano, Lubbock, McAllen, Palestine, San Antonio, Waco and Weatherford, Texas

**Leading Suppliers/Brands:** ABInBev, Brooklyn Brewery, Dogfish Head, Full Sail, Real Ale, Saint Arnold, Sierra Nevada, Spaten, Stone, Woodchuck

**The Details:** In the territories that Ben E. Keith services, the company saw consumers continue to move toward premium-and-above beers, particularly within the on-premise and mainly in draft.

## 4 Columbia Distributing

20301 59th Place S., Kent, WA 98032  
Tel: 425.251.9300, coldist.com

**CV** 33.5 MIL **DS** \$561.3 MIL

**Number of Employees:** 2,600

**Principals:** Gregg Christiansen, CEO; Paul Meade, CFO; Mark Walen, president-Oregon; Scott DeMartine, EVP sales-Washington; Steve Haft, VP of human resources

**Other Locations:** Oregon

**Leading Suppliers/Brands:** Crown Imports, Deschutes, Diageo USA, Full Sail, Gambrinus, Heineken USA, Mike's, MillerCoors, Pabst

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**The Details:** Coho Distributing Co. (dba Columbia Distributing) was formed in 2008 with the merger of Columbia Distributing, Mt. Hood Beverage and Gold River Distributing. Additionally in 2008 Coho acquired Alaskan Distributing and became one of the largest malt beverage and beverage distributors in the country. The company is being honored as *Beverage Executive's* 2011 Wholesaler of the year.

## 5 Manhattan Beer Distributors, LLC

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

**CV** 32.1 MIL **DS** \$670.0 MIL

**Number of Employees:** 1,400

**Principals:** Simon Bergson, president & CEO

**Other Locations:** Brooklyn, Ridgewood, Suffern and Wyandanch, New York

**Leading Suppliers/Brands:** Boston Beer, Crown, E&J Gallo, FX Matt Brewing, Latis Imports, Mike's Hard Lemonade, MillerCoors, North American Breweries, Sieb Importers, U.S. Beverage

**The Details:** This diversified distributor services more than 25,000 accounts in the New York City metro area. Representing 50-plus suppliers Manhattan Beer strives to achieve continued growth by providing top-notch customer service with an educated sales force.

## 6 Goldring/Moffett Holdings

809 Jefferson Highway, New Orleans, LA 70121, Tel: 504.837.1500

**CV** 30.8 MIL **DS** \$590.0 MIL

**Number of Employees:** 7,662

**Principals:** William Goldring, co-chairman; James Moffett Sr., co-chairman; James Moffett Jr., president and CEO; Bill Pananos, vice president & general manager, Crescent Crown Distributing (Louisiana); Joe Cotroneo, vice president and general manager, Crescent Crown Distributing (Arizona)

**Other Locations:** Arizona and Louisiana

**Leading Suppliers/Brands:** Abita, Boston Beer, Brooklyn Brewery, Crown Imports, Guinness, Heineken SA/FEMSA, MillerCoors, New Belgium, Pabst, Paulaner, Red Bull, Sierra Nevada

**The Details:** Within the past year, the company has sold its interest in Republic National Distributing Co.

## 7 Andrews Distributing Cos.

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

**CV** 27.5 MIL

**DS** \$542.1 MIL

**Number of Employees:** 1,170

**Principals:** Barry Andrews, chairman & CEO; Mike McGuire, president; Mike Barnes Sr., EVP, general manager; Joe Jernigan, CFO; Pam Spackman Sr., EVP finance

**Other Locations:** Ft. Worth, Corpus Christi, Alice, Denison, Lake Dallas and Richland Hills, Texas

**Leading Suppliers/Brands:** ABInBev, Boston Beer, Crown Imports, Diageo, Gambrinus, Heineken/CCM, Mark Anthony, MillerCoors, New Belgium, Pabst

**The Details:** In 2010, Andrews Distributing was presented with the Craft Beer Distributor Achievement Award given by the National Beer Wholesalers Association and Brewer's Association. The award was presented at the Great American Beer Festival in Denver, Colo. "With great suppliers and brands, we have seen tremendous retailer and shopper interest in our market. There has been double-digit growth in our craft portfolio in the last five years and we look forward to continuing that path," said CEO Barry Andrews in a statement.

## 8 Gold Coast Beverage Distributors, Inc.

10055 NW 12th St., Doral, FL 33172  
Tel: 305.591.9800, goldcoastbeverage.com

**CV 25.9 MIL DS \$545.0 MIL**

**Number of Employees:** 845

**Principals:** Steve Levin, chairman; Eric Levin, president; Ross Levin, EVP; Frank Schwiep, CEO; Alfonso Fernandez, COO; Martin Sweren, treasurer; Fernando Anon, CFO

**Other Locations:** Pompano Beach, Homestead, Rockland Key and Palm Beach, Florida

**Leading Suppliers/Brands:** ABInBev, Boston Beer, Coors, Corona, Guinness, Heineken, Miller, Pabst, Presidente, Yuengling

**The Details:** As a result of the economic downturn that started in 2008 and has yet to rebound, Gold Coast has become focused on three major categories: gross profit per unit, operating cost per unit and EBITDA. By closely managing the cost and revenue areas, the company was able to grow profitably in 2010 while still in the midst of significant economic instability in the South Florida market.

## 9 J.J. Taylor Cos., Inc.

655 North A1A, Jupiter, FL 33477,  
Tel: 561.354.2900, [jttaylor.com](http://jttaylor.com)

**CV 25.0 MIL DS \$422.0 MIL**

**Number of Employees:** 891

**Principals:** John Taylor III, president; Henri DesPlaines, EVP/CFO; Manuel Portuondo, president-Florida; Mike Bamonti, president-Minnesota

**Other Locations:** Minneapolis, Minn., Tampa, Fla., Ft. Myers, Fla., Ft. Pierce, Fla.

**Leading Suppliers/Brands:** August Schell, Boston Beer, Guinness, Heineken, Mike's Hard Lemonade, Pabst, SABMiller, Summit, Yuengling

**The Details:** Industry volume was down 4 percent in 2010 but both the Florida and Minnesota markets were able to grow market share, the company reports. In addition, J.J. Taylor's Florida operation grew its craft beer portfolio led by Boston Beer, Sierra Nevada, Dogfish Head, Bell's, Abita, Cigar City Brewing and Harpoon.

Its Minnesota operation also grew its craft beer portfolio led by Summit Brewing Co., New Belgium Brewing Co., August Schell Brewing Co. and the successful launch of Deschutes products, the company says.

## 10 Topa Equities Ltd. Inc.

1800 Avenue of the Stars, Los Angeles, CA 90067-4212, Tel: 310.203.9199

**CV 24.4 MIL DS \$458.2 MIL**

**Number of Employees:** 1,143

**Principals:** John Anderson Jr., vice chairman and executive president  
**Other Locations:** British Virgin Islands; Hilo, HI; Kailua-Kona, HI; Lihue-Kauai, HI; Los Angeles; U.S. Virgin Islands; Waipahu, HI

**Leading Suppliers/Brands:** ABInBev, Crown Imports, Foster's, Guinness, Heineken, MillerCoors, Newcastle,



Sierra Nevada, Steinlager, Tecate

**The Details:** The year marked many challenges for this California-based wholesaler with high unemployment rates in its territory.

## 11 Glazer's Family of Cos.

Glazer's Family of Cos., 14911 Quorum Drive, Suite 400, Dallas, TX 75254,  
Tel: 972.392.8200, [glazers.com](http://glazers.com)

**CV 20.0 MIL**

**DS \$432.0 MIL**

**Number of Employees:** 6,000

**Principals:** Bennett Glazer, chairman and CEO Glazer Cos.; Sheldon Stein, president and CEO Glazer's Distributors; Rob Swartz, EVP/COO; Thomas Greenlee, EVP/CFO; Phil Meacham, EVP Malt Beverages

**Other Locations:** Arizona, Arkansas, Indiana, Iowa, Kansas, Louisiana, Mississippi, Missouri, Ohio, Oklahoma, Texas (40 branches)

**Leading Suppliers/Brands:** Boston Beer, Crown Imports, Diageo/Guinness USA, Gambirinus, Green Mountain, Heineken, MillerCoors, New Belgium, Pabst, Sierra Nevada

## 12 Hensley Beverage Co.

4201 N. 45th Ave., Phoenix, AZ 85031, Tel: 602.264.1635, [hensley.com](http://hensley.com)

**CV 19.7 MIL DS \$326.0 MIL**

**Number of Employees:** 675

**Principals:** Bob Delgado, president & CEO; Bill Catalanotte, senior VP & COO; Andrew McCain, VP & CFO  
**Other Locations:** Chandler, Prescott Valley and Tucson, Arizona

**Leading Suppliers/Brands:** ABInBev, Craft Brewers Alliance, Deschutes, Firestone Walker, Gordon Biersch, Moosehead, Odell, Sierra Nevada, Woodchuck Cider

## 13 Gulf Distributing Holdings, LLC

3378 Moffett Road, Mobile, AL 36607,  
Tel: 251.476.9600, [gulfdistributing.com](http://gulfdistributing.com)

**CV 18.7 MIL DS \$313.6 MIL**

**Number of Employees:** 750

**Principals:** Elliot Maisel, chairman and manager; Thomas A. Gangle, treasurer; Chris Haas, chief operating officer; Chuck Grant, vice-chairman; Walker Grant, president, Allstate Beverage Co., LLC; William Dial, president, Gulf Distributing Co. of Mobile, LLC; Jay Cox, corporate controller

**Other Locations:** Demopolis, Ala.; Dothan, Ala.; Ft. Walton Beach, Fla.; Mississippi; Mobile, Ala.; Montgomery, Ala.; Panama City, Fla.; Pensacola, Fla.

**Leading Suppliers/Brands:** Boston Beer,

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Crown Imports, Diageo, Dr Pepper Snapple Group, Heineken, Mike's Hard Lemonade, MillerCoors, Pabst, Red Bull, Yuengling

## 14 Heidelberg Distributing Co.

1247 Leo St., Dayton, OH 45404  
Tel: 937.222.8692

**CV** 17.5 MIL **DS** \$253.0 MIL

**Number of Employees:** 1,400

**Principals:** Vail Miller Sr. and Albert Vontz III, co-chairmen; Vail Miller Jr., CEO

**Other Locations:** Evendale, Ohio; Cincinnati, Ohio; Columbus, Ohio; Perrysburg, Ohio; Independence, Ohio; Lorain, Ohio; Covington, Ky.

**Leading Suppliers/Brands:** Boston Beer, Coors, Crown Imports, Great Lakes, Guinness, Heineken USA, Labatt, Mike's Hard Lemonade, North American Breweries

## 15 The Banko Family

Warren Distributing Co., 2 Laurel Drive, Flanders, NJ 07836, Tel: 973.927.2727

**CV** 15.9 MIL **DS** \$238.4 MIL

**Number of Employees:** 633

**Principals:** Frank Banko, CEO; Frank Banko III, president

**Other Locations:** Allentown, Pa.; Blue Anchor, N.J.; Doylestown, Pa.; Lawrenceville, N.J.; Reading, Pa.; Scranton, Pa.

**Leading Suppliers/Brands:** Best Brands, Crown Imports, Guinness, Heineken, MillerCoors, Molson, Boston Beer, Yuengling

## 16 Monarch Beverage Co., Inc.

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

**CV** 15.3 MIL **DS** \$240.5 MIL

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**Number of Employees:** 650

**Principals:** Phil Terry, CEO; John Xenos, GM; senior vice presidents Scott Shipley, Natalie Roberts and Fred Dufour

**Leading Suppliers/Brands:** Bell's

**Principals:** Thomas LaRose, chairman & CEO; James LaRose, president & COO

**Leading Suppliers/Brands:** ABInBev, Dad's Root Beer, Mike's Hard Lemonade, Monster Energy,



Monarch Beverage Co., Inc.

Brewery, Boston Beer, Crown Imports, Diageo, E&J Gallo, Heineken USA, Mike's Hard Lemonade, MillerCoors, New Belgium Brewing, Pabst

## 17 Frank B. Fuhrer Wholesale Co.

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

**CV** 14.8 MIL **DS** \$207.0 MIL

**Number of Employees:** 300

**Principals:** Frank B. Fuhrer Jr., chairman; Frank B. Fuhrer III, president

**Leading Suppliers/Brands:** ABInBev, Boston Beer, Coors, Crown Imports, Diageo-Guinness USA, Duquesne Bottling Co., Lion Brewing Co., Mike's Hard Lemonade, North American Breweries, Sierra Nevada, Yuengling

## 18 The House of LaRose

6745 Southpointe Parkway,  
Brecksville, OH 44141, Tel: 440.746.7500

**CV** 11.2 MIL **DS** \$158.0 MIL

**Number of Employees:** 315

Yuengling (2011)

## 19 Clare Rose, Inc.

100 Rose Executive Blvd.,  
East Yaphank, NY 11772, Tel: 631.475.1840,  
abwholesaler.com/clarrose

**CV** 10.9 MIL **DS** \$202.0 MIL

**Number of Employees:** 284

**Principals:** Sean Rose, president & CEO

**Other Locations:** Melville, N.Y.

**Leading Suppliers/Brands:** ABInBev

## 20 Houston Distributing Co.

7100 High Life Drive  
Houston, TX 77066,  
Tel: 281.583.4800

**CV** 10.8 MIL **DS** \$201.4 MIL

**Number of Employees:** 400

**Principals:** Bo Huggins, president & CEO; Scotty Heckel, SVP; Rick Roberts, GM

**Leading Suppliers/Brands:** Heineken, MillerCoors, Pabst, Shiner Bock