1 Reyes Beverage Group (RBG)
6250 N. River Road, Rosemont, IL 60018
Tel: 847.227.6500, 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.

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2 Silver Eagle Distributors, L.P.
7777 Washington Ave., Houston, TX 77007 Tel: 713.869.4361, silvereagle.com, wideworldofbud.com, 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


**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,
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, 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: 425.251.9400, andrewsdistributing.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  
**The Details:** The Details: Coho Distributing Co. (dba Columbia Distributing) was formed in 2008 with the merger of Columbia Distributing, Mr. 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, Saffern 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
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

25.9 MIL DS $545.0 MIL
Number of Employees: 845
Principals: Steve Levin, chairman; Eric Levin, president; Ross Levin, EVP; Frank Schwip, 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, jjtaylor.com

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.

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

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, Gambrinus, Green Mountain, Heineken, MillerCoors, New Belgium, Pabst, Sierra Nevada
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
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
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 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

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
Principals: Thomas LaRose, chairman & CEO; James LaRose, president & COO
Leading Suppliers/Brands: ABInBev, Dad’s Root Beer, Mike’s Hard Lemonade, Monster Energy, Yuengling

19 Clare Rose, Inc.
100 Rose Executive Blvd., East Yaphank, NY 11772, Tel: 631.475.1840, abwholesaler.com/clarerose

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