

Wine Industry Metrics - Distributor Database - December 2016

Wines Vines Analytics

U.S. Distributor Database

Although the Wines Vines Analytics team updates distributors on a monthly basis, these tables are published semi-annually as a benchmark. The figures below reflect the distributor universe as of July 2016.

U.S. Distributor Counts	
July 2016	
source: Wines Vines Analytics	
State	Unique Distributors
California	139
New York	79
Illinois	65
Florida	50
Virginia	46
Oregon	37
Washington	37
Ohio	36
Michigan	34
Maryland	32
Colorado	31
Texas	30
Massachusetts	29
All other states	468
Total U.S. Distributors	1,113

**Major U.S. Distributors**

July 2016

source: Wines Vines Analytics

	<b>States Served</b>	<b>Offices</b>	<b>Includes</b>
Southern Glazer's	40	139	Odom
Republic National Distributing (RNDC)	20	42	
Breakthru Beverage	16	40	Charmer, Wirtz, Empire Merchants
Young's Market Company	9	57	Columbia, Hayden Beverage
Johnson Bros.	22	30	
Winebow Group	16	19	Country Vintner, Stacole, Martin Scott, Henry
All others		1,096	
Total US Distributor Offices		1,423	

# WINE&VINES

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