

Wine Industry Metrics - Distributor Database - January 2017

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 January 2017.

| U.S. Distributor Counts | |
|-------------------------------|---------------------|
| January 2017 | |
| source: Wines Vines Analytics | |
| State | Unique Distributors |
| California | 142 |
| New York | 79 |
| Illinois | 67 |
| Florida | 49 |
| Virginia | 46 |
| Colorado | 38 |
| Oregon | 38 |
| Washington | 37 |
| Maryland | 34 |
| Michigan | 34 |
| Ohio | 33 |
| Texas | 33 |
| Massachusetts | 31 |
| All other states | 490 |
| Total U.S. Distributors | 1,151 |

Major U.S. Distributors

January 2017

source: Wines Vines Analytics

| | States Served | Offices | Includes |
|---------------------------------------|--------------------------|----------------|---|
| Southern Glazer's | 44 | 127 | Odom |
| Republic National Distributing (RNDC) | 22 | 42 | |
| Breakthru Beverage | 15 | 43 | Charmer, Wirtz, Empire Merchants |
| Young's Market Company | 10 | 54 | Columbia, Hayden Beverage, Wilson Daniels |
| Johnson Bros. | 22 | 30 | |
| Winebow Group | 20 | 20 | Country Vintner, Stacole, Martin Scott, Henry |
| All others | | 1,114 | |
| Total US Distributor Offices | | 1,430 | |

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