

Wine Industry Metrics - Distributor Database - March 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 <small>source: Wines Vines Analytics</small>	
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

Unique U.S. Distributors January 2017 <small>source: Wines Vines Analytics</small>		
Distributor		States
Southern Glazer's		35
Johnson Brothers Liquor Co.		22
Republic National Distributing Co.		20
Winebow Group		16
Breakthru Beverage Group		15
Young's Market Co.		11
Monsieur Touton Selection, Ltd.		6
Opici Family Distributing		6
Horizon Beverage Co.		4
Synergy Fine Wines		4
All others	934	
Total Unique U.S. Distributors	944	

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	

WINES & VINES

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