

Wine Industry Metrics - Distributor Database - May 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		Unique U.S. Distributors		
January 2017		January 2017		
source: Wines Vines Analytics		source: Wines Vines Analytics		
State	Unique Distributors	Distributor		States
California	142	Southern Glazer's		35
New York	79	Johnson Brothers Liquor Co.		22
Illinois	67	Republic National Distributing Co.		20
Florida	49	Winebow Group		16
Virginia	46	Breakthru Beverage Group		15
Colorado	38	Young's Market Co.		11
Oregon	38	Monsieur Touton Selection, Ltd.		6
Washington	37	Opici Family Distributing		6
Maryland	34	Horizon Beverage Co.		4
Michigan	34	Synergy Fine Wines		4
Ohio	33	All others	934	
Texas	33	Total Unique U.S. Distributors	944	
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	

WINES & VINES

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