

Wine Industry Metrics - Distributor Database - April 2018

Wines Vines Analytics

U.S. Wine Distributor Database

The table below shows our count of unique distributors at the state level. Most of the top wine distributors operate in multiple states. Looking at the national level, our wine distributor database includes 982 unique wine distributors.

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 2018.

U.S. Wine Distributor Counts	
January 2018	
source: Wines Vines Analytics	
State	Unique Distributors
California	150
New York	88
Illinois	63
Florida	51
Virginia	46
Washington	42
Texas	41
Oregon	36
Colorado	36
Massachusetts	36
Michigan	34
Ohio	34
Maryland	31
All other states	486
Total Unique within State	1,174

Top 10 U.S. Wine Distributors	
January 2018	
source: Wines Vines Analytics	
	Wine Distributor
1	Southern Glazer’s Wine & Spirits
2	Republic National Distributing Co. (RNDC)
3	Breakthru Beverage Group
4	Young’s Market Co.
5	Johnson Brothers Liquor Co.
6	Heidelberg Distributing Co.
7	Wine Warehouse
8	Martignetti Cos.
9	Empire Merchants
10	Winebow Group

Total Unique in U.S.	979
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