Independent Beer Distributors at a Glance

- More than 3,000 beer distributor facilities
- Deliver beer to more than 600,000 licensed retailers
- Employ 141,600 hardworking men and women
- Build brands and promote competition – now more than 7,000 breweries in the U.S.
- Serve every community and congressional district in America
The National Beer Wholesalers Association (NBWA) has the privilege of representing America’s more than 3,000 beer distributors in Washington, D.C., and around the country. This annual report shares NBWA’s achievements over the last year to strengthen the independent beer distribution industry. From the association’s work with lawmakers in Washington to legal advocacy and support for state associations in capitals across the nation, NBWA has been hard at work to ensure that the United States’ alcohol distribution system remains strong so that our market continues to be the safest and most robust in the world.

Here’s a glance:

**NBWA has been hard at work to ensure that the United States’ alcohol distribution system remains strong so that our market continues to be the safest and most robust in the world.**
• NBWA advocated before legislators, courts and government agencies on behalf of independent distributors. This included comprehensive work with the U.S. Congress, the executive branch and the judiciary branch, along with support for advocacy efforts at the state and local levels.

• NBWA played a key role in a case before the U.S. Supreme Court. The association filed an amicus brief and organized a diverse coalition that included state attorneys general, regulators, public health advocates and others in support of the 21st Amendment.

• NBWA’s annual Legislative Conference brought nearly 700 attendees from across the country to Washington, D.C., to meet with members of Congress.

• Distributors hosted warehouse tours for 115 members of Congress and personally communicated the value of the independent beer distribution system.

• The NBWA PAC raised $2.15 million in contributions from more than 900 donors in 2018.

• NBWA played an industry leadership role in collaboratively working to grow the beer category, developing sales tools with a beer first message and bringing industry leaders together to develop a national strategy.

• NBWA leveraged both traditional and social media to tell the impressive story of beer distributors and the value they deliver in communities across America.

• The Next Generation Group continued to grow and hosted the largest Next Generation Success in Leadership Conference yet in Austin, Texas.

NBWA is proud to work on behalf of the more than 141,000 hardworking men and women who are delivering unprecedented choice and value in communities every day.

Michael Schilleci
NBWA Chairman of the Board

Craig A. Purser
President and CEO
Voice of Distributors

As the leading industry voice in Washington, D.C., NBWA advocates every day and educates policymakers about the importance of beer distribution businesses in local communities, as well as the ways in which beer distributors promote competition in the marketplace, support entrepreneurs and help to ensure consumer choice and protection. Through its efforts to educate elected officials, NBWA also supports the hardworking men and women who bring beer to every corner of America each day.

SUPPORTING AMERICA’S INDEPENDENT DISTRIBUTION SYSTEM

Recently, NBWA asked members of the U.S. House of Representatives to support a bipartisan resolution that recognizes the effective, time-tested system of alcohol regulation. For more than 85 years, the 21st Amendment has given states the primary authority to regulate the alcohol industry. State alcohol laws supporting the three-tier system, which separates the brewer, distributor and retailer, provide unprecedented consumer choice, public safety protections and a thriving competitive marketplace. H. Res. 285 works to educate Congress about the importance of successful state regulation of alcohol and how state and federal laws help protect consumers and maintain a healthy alcohol marketplace.

FEDERAL TAX POLICY: PERMANENCY AND PARITY

Leveling the playing field and reducing the overall tax burden for America’s more than 3,000 independent beer distributors remains a priority for NBWA. To that end, NBWA continues to advocate before members of the U.S. House and Senate to make permanent the
20 percent tax deduction for pass-through businesses and maintain the increased exemption thresholds for the estate tax. These temporary deductions laid out in the 2017 tax bill are set to end in 2025.

ALCOHOL AND TOBACCO TAX AND TRADE BUREAU (TTB)

TTB is the primary federal regulator of the alcohol industry with responsibilities that include the collection of alcohol excise taxes, enforcing fair competition laws and maintaining a level playing field in the alcohol industry. TTB regulates almost 100,000 operations in the U.S., including nearly 21,000 permitted wholesalers. NBWA was successful in securing guidance from TTB to allow flexibility for beer distributors to update their federal permit for change in control or ownership by Dec. 31, 2019. NBWA has also encouraged Congress to exercise its oversight authority and support TTB so the agency can be responsive to the needs of its regulated businesses.

TRANSPORTATION AND INFRASTRUCTURE, COMMERCIAL DRIVER’S LICENSE (CDL) WORKFORCE DEVELOPMENT

A well-maintained, efficient infrastructure system is crucial to the flow of commerce and is an integral part of the country’s economic success. Modernizing this system requires long-term planning and dedicated funding.

NBWA is advocating in favor of bipartisan House and Senate bills that would help alleviate the nationwide CDL shortage by creating an apprentice program to allow 18- to 21-year-old commercial drivers the opportunity to legally operate trucks and delivery vehicles across state lines. NBWA is advocating for H.R.1374 and S.569, the DRIVE-Safe Act, legislation that seeks to increase the number of eligible CDL drivers.

MARIJUANA POLICY

As Congress debates federal marijuana policy, NBWA has been active in ensuring members of Congress consider many of the regulatory principles that have proven successful for the alcohol industry. These principles include effective regulation, revenue collection and research. Though alcohol and marijuana differ significantly, NBWA continues to educate members of Congress that the regulatory structure developed over the last 85 years for the alcohol industry can and should provide guidance to lawmakers as they establish a framework for marijuana regulation. NBWA is pleased to act as a resource as Congress debates marijuana policy and works to balance responsibility, public safety and consumer access.
In April, independent beer distributors from across the country met in Washington, D.C., for NBWA’s 2019 Legislative Conference. Attendees educated members of Congress on the importance of the independent beer distribution system that continues to generate competition, build brands and increase consumer choice while supporting good-paying jobs and economic growth in cities and states across America.

NBWA Chairman of the Board Michael Schilleci, president and CEO of Supreme Beverage Company in Alabama, opened the conference and thanked distributors for traveling to Washington. Schilleci, a third-generation beer distributor, asked the audience, “to tell Congress about the work we do every day to provide our employees with good pay, strong benefits and upward mobility.”

NBWA President and CEO Craig Purser added that this year’s Legislative Conference provided beer distributors an opportunity to discuss policies and ideas on a wide range of topics including effective alcohol regulation, the future of the beer distribution industry and the overall health of the beer category.
NBWA asked the 141,600 men and women in the beer distribution business to share what they love about their jobs, the industry and the communities where they live and work. From truck drivers to warehouse professionals and from sales representatives to graphic designers, NBWA received a wide range of submissions from employees who collectively contribute to making the U.S. independent beer distribution industry the best in the world.

This year, Gerardo Carrillo, a sales and marketing administrator at Silver Eagle Distributors in Houston, Texas, was chosen as the 2019 winner of the Share Your Story Contest. He received a complimentary trip to the 2019 NBWA Legislative Conference in Washington, D.C., where he attended meetings on Capitol Hill and educated members of Congress and congressional staff on the work that independent beer distributors do in their communities day in and day out. Additionally, he gained valuable insight on policy issues impacting the beer industry and its consumers.

“I am honored to be this year’s Share Your Story winner and to represent Silver Eagle Distributors in Washington, D.C.,” said Carrillo. “I hope that sharing my passion for my job with lawmakers will help them better understand the importance of beer distributors in communities across the country. We are a unique industry and truly offer the best jobs in the world.”
NBWA’s seventh annual “Cheers: A Celebration of Beer and Food” took place at the Smithsonian Arts and Industries Building, the first United States National Museum, which opened in 1881. NBWA Legislative Conference attendees joined more than 40 members of Congress, congressional staff, members of the media and other opinion leaders for a cold beer and fun food pairings. The celebration showcased the wide variety of brands and styles that independent beer distributors deliver to thirsty consumers from coast to coast.

Make plans to attend next year’s Legislative Conference March 29 - April 1, 2020
The NBWA PAC remains the largest PAC in the alcohol beverage industry and one of the top 10 trade association PACs in Washington. In 2018, the NBWA PAC raised $2,150,000 million from 933 contributors.
“The true strength of the NBWA PAC lies in the commitment of our distributor members. The PAC plays an important role in NBWA’s advocacy efforts and our members recognize that through their generous support.”

— Bud Dunn, 2019 NBWA PAC Chairman
NBWA continues to grow relationships with members of Congress on and off Capitol Hill. To build on face-to-face meetings in Washington, D.C., NBWA activates distributors to build strong relationships with elected leaders by hosting warehouse tours in their districts.

During warehouse tours, beer distributors educate their elected officials about the economic, commercial and regulatory value that independent beer distributors provide to consumers and their communities. In 2018, distributors hosted 115 elected leaders for warehouse tours. The recently released Beer Serves America economic impact report found that the beer industry contributes more than $328 billion to our nation’s economy. America’s more than 3,000 independent beer distribution facilities service every state and congressional district in the country, employing 141,600 hardworking men and women.
One of the most important responsibilities of NBWA is to share the good work of beer distributors and the successes of the independent beer distribution system.  

Many people in the United States take for granted the variety and authenticity of beer on shelves and taps. Through our published pieces, NBWA highlighted the reasons this system continues to protect public safety, promote competition and deliver unprecedented choice for Americans.

- **Fox Business**  
  Independent beer distributors proud to ‘serve’ America

- **The Hill**  
  Female lobbyists change face of beer industry

- **Real Clear Policy**  
  Regulations help keep American alcohol safe to drink

- **Bloomberg Radio**  
  Distributors: Quarterbacks of the beer industry this Super Bowl

- **Yellowhammer News**  
  Alabama beer distributors deliver vital message in Washington, D.C.
Social Media

NBWA has worked to build the organization’s social media presence as another tool to tell the impressive story of beer distributors. Over the last year:

- NBWA more than **doubled** the number of Facebook page likes.
- Generated **1.4 million** impressions on Twitter.
- The [@FollowYourBeer](https://www.instagram.com/followyourbeer/) Instagram account continues to generate engaging content designed to elevate the beer category.
- NBWA launched a LinkedIn channel to further keep members apprised of professional developments and news of the day.
NBWA has been a leader in bringing other industry groups together to join forces in growing the overall beer category. One of the ways NBWA is working to elevate beer is by developing a unified message and strategy that puts brand competition aside and promotes beer first.

In the spring, the association unveiled data-driven Sell Sheets showcasing the positive attributes of beer as a tool for distributor members to use during sales calls to encourage retailer customers to choose beer.

NBWA developed the Sell Sheets by commissioning customized research from Nielsen and Nielsen CGA, which was then compiled into five different eye-catching, easy-to-follow fact sheets for retailers:

- On-Premise
- Off-Premise Grocery
- Off-Premise Convenience Store
- Off-Premise Chain Grocery
- Off-Premise Mass Retailer
Building Fact-Based Relationships in the Beer Business

Across the country, distributors have more accounts than ever before while offering the greatest selection of brands and SKUs in history. Getting the right beer into the right accounts and onto store shelves takes more than a good relationship. That is why NBWA provides substantive quantitative and analytical insights to help distributors elevate their relationships with retail partners.

THE ECONOMICS AND DEMOGRAPHICS THAT DRIVE THE INDUSTRY

Customized presentations to state wholesaler associations and the Beer by the Numbers column on NBWA’s website provide distributors with updates and analysis on key economic and demographic trends impacting the market. These informative presentations and articles include insights into a wide variety of industry, economic and demographic data that every distributor can use to build stronger, fact-based relationships with their retail partners.

BEER PURCHASERS’ INDEX

Each month, NBWA provides the Beer Purchasers’ Index (BPI) to give distributors a timely and reliable indicator of industry beer purchasing activity. BPI is a net rising index and a leading indicator of industry performance based on surveyed responses from participating beer purchasers. The well-respected survey is highly anticipated each month and routinely referenced in news articles. The index compares distributors’ purchasing for different segments to purchasing data from the previous year. In October 2019, the survey will mark its fifth full year providing industry insights.

CUSTOMIZED DATA

NBWA also provides customized data for industry stakeholders and policymakers to aid distributors’ advocacy efforts. This information allows industry members to cite state-specific data when speaking with lawmakers and regulators, compare state data to national averages and generate collateral materials and educational information.

NBWA encourages all distributors to participate in the data sharing programs that benefit the association and distributors across the country.
In December, NBWA celebrated the 85th anniversary of the passage of the 21st Amendment which repealed Prohibition and established our successful independent alcohol distribution system.

The festivities began with a koozie giveaway on Capitol Hill in Washington, D.C. NBWA staff handed out nearly 1,000 koozies to policymakers, Capitol Hill staff, media and commuters with an educational tip card illustrating the value of the independent beer distribution business and beer distributors.

Through the collaborative efforts of D.C.-area distributor members, NBWA also had a custom-wrapped beer truck on hand to highlight the vital role beer distributors play in bringing America beer. Several members of Congress stopped by to grab a koozie and snap a photo in front of the beer truck.

In addition to the action on Capitol Hill, NBWA Chairman Michael Schilleci and NBWA President and CEO Craig Purser marked the important day by authoring opinion pieces in influential media outlets. Each reflected on how the 21st Amendment and the independent distribution system have led to the safest, most robust beer industry in the world.
Beer distributors are represented in state capitals around the country by a strong network of state associations and a dedicated group of state association executives. Realizing how many important alcohol matters are decided at the state legislative level, NBWA has increased its support of state associations in recent years. This investment comes in a variety of forms and aims to make sure states have the resources, data and information they need to best represent distributors.

NBWA is also active in a variety of political and policy organizations that help us complement the advocacy efforts of state associations by building relationships with state officials, including governors, state attorneys general, state alcohol regulators and state legislative leaders.
NBWA’s 81st Annual Convention and Product Showcase took place September 23–26, 2018, at the Manchester Grand Hyatt Hotel in San Diego, Calif. NBWA President and CEO Craig Purser and outgoing Chairman Jim Matesich of Matesich Distributing in Ohio welcomed nearly 1,700 beer industry members to network, hear from notable industry and political speakers and gain insights to help grow their businesses through 22 educational seminars. Attendees also explored new products and services at the Product Demonstration Showcase.
NBWA’s 81st Annual Convention and Product Showcase
LIFE SERVICE AWARD
Senator John McCain (posthumously)

PUBLIC AFFAIRS AWARD
Origlio Beverage
Pennsylvania

WHITEY LITTLEFIELD ADVOCACY AWARD
Standard Sales Company
Texas, Mississippi and Kentucky

KENNY KERR PAC AWARD
Scott DeMartine (posthumously)
Columbia Distributing
Washington
2018 NBWA Brewer Partner Awards

Each year, NBWA presents awards to brewers that produce great beer, build strong partnerships, provide valuable education and offer support to their distributor customers to deliver their beers to market.

The 2018 Brewer Partner of the Year Gold Award was presented to Newburyport Brewing of Newburyport, Mass., for going above and beyond in their collaborative efforts with their distribution partners. Newburyport Brewing exemplifies leadership and trust in their 14 distributors to achieve their number one goal: to sell more of their artistically branded beers. The personal touch Newburyport Brewing gives to each of its distributors is a central feature of the brewery’s ethos. They are so committed to their partnerships and their brands that they visit each of their distributors at least once a quarter to launch a new product or to educate them on a new company initiative.
Summit Brewing Company of St. Paul, Minn., received the NBWA Brewer Partner Silver Award. Summit Brewing works through social media to engage with consumers and spread the word about their events, a strategy that benefits both their own brand and the distributors who make the operation possible. “Summit understands the uniqueness and nuances of the relationship between brewer and distributor that is needed to be successful in executing the sales and marketing of our brands,” said Paul Jacobus, Summit’s director of business development. “Summit values partnership with our distributors and over time has proven that working as a team in the marketplace will yield the greatest overall results.”

Mother Earth Brewing of Vista, Calif., and Nampa, Idaho, received the NBWA Brewer Partner Bronze Award. Mother Earth Brewing Co. has passionately incorporated sustainable ingredients and rock ‘n roll into each batch of beer since the company’s humble beginnings in 2008. Since then, they have fostered relationships with distributors in 17 states, providing customized packages specifically tailored to each distributors’ location and methodology. As Kevin Hopkins, vice president of Mother Earth Brewing Co. put it, “our distributors are the key to success. Without them, we are just a blip in a very big sea.”
Honoring Beer Distribution’s Everyday Heroes

Each day, America’s more than 141,000 beer distribution employees go to work in communities across the country and they are always willing to lend a hand to a neighbor in need.

During the 81st Annual Convention in San Diego, Calif., NBWA recognized five local beer distributor employees as Everyday Heroes for their courageous acts while on the job. Each of the employees honored exemplifies the extraordinary spirit of the beer industry and the dedication distributors show each day in communities nationwide.

Minnesota’s Breakthru Beverage employees Kwame Anderson and Jason Gaeble were making deliveries when they came upon a suicidal man on an overpass. They immediately stopped their truck and were able to convince the man to come back to safety, offering to talk with him over a beer.

Brian Berry of Inco Beverage, Inc. in Pennsylvania noticed an SUV swerving erratically on his route; the driver was having a medical emergency. Berry pulled his truck to the shoulder, jumped out and managed to stop the vehicle, staying with the woman until medical personnel could respond.

While on their route, Filipe Reyes and Tony Orton, truck drivers with Carlson Delivery in Utah, found a store clerk stabbed and being held hostage. Reyes and Orton pulled the woman to safety and held the attacker until the police arrived.
Craig Purser and Jim Matesich had the great honor of presenting the Life Service Award to late Sen. John McCain, a member of the beer distribution family, for his embodiment of service to the country.

Senator McCain was truly an American hero who served our country with honor and passion for more than six decades. As a naval officer and United States Senator, John McCain’s career was one of selfless service.

McCain joined the beer distribution family in 1980 when he married Cindy Hensley, whose father Jim founded Hensley Beverage Company in 1955. Today, the company is thriving and an active member of NBWA. Accepting the award on behalf of the McCain family were McCain’s son Andy, president of Hensley Beverage Company, and Bob Delgado, CEO of Hensley Beverage Company.
NBWA’s Sixth Annual Next Generation Success in Leadership Conference in Austin, Texas, was a smashing success. In August 2018, hundreds of future business leaders from the NBWA Next Generation Group, which has grown to over 550 members, stormed the state capital to network, learn more about the future of the beer industry and get more involved with NBWA. Next Generation Group participants were welcomed in true Austin fashion with live music, including a performance by NBWA’s very own Next Gen Jam Band.

The group heard from many thought-provoking leaders during the conference. Inspirational young leader and award-winning marketing executive Bonin Bough addressed the group and shared his experience leveraging technology to spearhead some of the largest marketing campaigns in the world. Tom Fox, a well-known industry sales trainer, provided a lesson with tips and insights to help distribution owners and operators close more sales and continue to make their businesses stronger. Brewers Association Draught Beer Quality Ambassador Matt Meadow spoke about the growing need for a successful draught beer program as the number of breweries and new products continue to increase. The group also heard from former White House Art Director and LGND President Michael Aleo who walked attendees through how to bolster their company’s social media strategy through storytelling.

The conference offered participants a host of breakout sessions focusing on a variety of topics, including state legislative battles, three-tier model relationships and important industry updates.

This group of future leaders will reconvene in New Orleans for the Seventh Annual Next Generation Success in Leadership Conference in November 2019.
The Center for Alcohol Policy has remained active and engaged on the legal, education and policy fronts of the industry. In the fall, the Center learned that the Supreme Court would hear a case involving alcohol regulation — Tennessee Wine and Spirits Retailers Association v. Russell Thomas — the first in over a decade.

The Center aggressively dove in and proved to be an integral part of the debate, filing an amicus brief in support of state-based alcohol regulation and the historic value of licensing systems. Of the 14 briefs filed in support of the 21st Amendment, eight of these briefs cite the Center’s republished book Toward Liquor Control and several more cite other studies associated with the Center. Finally, many of the organizations and individuals who were involved with the legal effort are frequent attendees or participants in the Center’s Annual Law and Policy Conference.

Future legal efforts through amicus briefs educating courts on state-based alcohol regulation, the licensed three-tier system and tied-house regulation is an area of growing importance for the Center.

Additionally, this year the Center for Alcohol Policy conducted a new public opinion poll gauging attitudes toward alcohol regulation. The poll found that Americans continue to overwhelmingly support states maintaining the authority to regulate alcohol within their own borders. Notably, this support is remarkably strong across political party lines with 85 percent of Republicans, 81 percent of Democrats and 83 percent of Independents expressing support for alcohol being regulated at the state level.

Finally, the Center released a new report, “Fake IDs in America: Challenges of Identification and the Critical Need for Training.” The report outlines current challenges posed by fake IDs, identifies best practices for verifying identification on alcohol sales and proactive measures policymakers, regulators and licensees can take to protect against alcohol purchases with fake IDs.
The Center for Alcohol Policy’s 11th Annual Alcohol Law and Policy Conference was held in October 2018 in St. Paul, Minn. This annual event brings together a wide range of experts in the field of alcohol law including attorneys, current and former alcohol regulators, academic thought leaders, public health advocates, state legislators and other experts to discuss and debate current alcohol laws and challenges. The conference has become the leading national forum for alcohol policy education and networking.

Educational sessions topics included:

- High-Risk Drinking on College Campuses
- Toward Marijuana Control
- Trending Alcohol Law Debates in the States
- Examining Legal Cases with Potential to Reach the Highest Court
- Trade Practice Enforcement Update
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"Looking back on the past year, I am truly proud of what this organization has been able to accomplish. This group has worked tirelessly to confront the challenges facing our industry and capitalize on opportunities that will make us better."

— Jim Matesich, NBWA Past Chairman
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<td>Simon Bergson</td>
<td>Manhattan Beer Distributors, LLC</td>
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<td>Frank E. Bertucci</td>
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2018 Chairman’s Circle Members

Steve C. Economos
Eagle Rock Distributing
Company

H. Timothy Efird
Standard Distributors Inc.

Frank Elkins, III
Choice Brands Inc.

Travis Erwin
KEG 1 O’Neal LLC

W. Allen Everette
Capital Distributing LLC

Tom Ewing
Florida Distributing Company

James C. Fabiano, Sr.
Fabiano Brothers Inc.

James C. Fabiano, II
Fabiano Brothers Inc.

Joseph R. Fabiano, II
Fabiano Brothers Inc.

Robert E. Fahr
Fahr Beverage Inc.

William Falkenhagen
Del Papa Distributing
Company, Inc.

Leigh Jeffreys Fanning
R.A. Jeffreys Distributing
Company

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Fabiano Brothers Inc.

Robert E. Fahr
Fahr Beverage Inc.

William Falkenhagen
Del Papa Distributing
Company, Inc.

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Fabiano Brothers Inc.

Robert E. Fahr
Fahr Beverage Inc.
2018 Chairman’s Circle Members

Laurie Brown LaMantia
Brown Distributing Company, Ltd.

Steve LaMantia
L & F Distributors, LLC

Tim Lanphier
L & L Distributing Co.

Frank J. LaRose
House of LaRose

James P. LaRose
House of LaRose

Lanny Layman
Standard Sales Co., LP

Anthony J. Lazzerini
Advance Beverage Co., Inc.

William K. Lazzerini, Jr.
Advance Beverage Co., Inc.

Joseph D. Lee
7G Distributing, LLC

Bruce H. Leetz
Indiana Beverage

Jon Leetz
Indiana Beverage

David “Crockett” Long
Long Beverage Inc.

Gene Luciana
Breakthru Beverage Group

Glenn Madrigrano, Sr.
CJW Inc.

Glenn Madrigrano, Jr.
CJW Inc.

Elliot B. Maisel
Gulf Distributing Holdings, LLC

Rebecca L. Maisel
Gulf Distributing Holdings, LLC

George A. Makris, Jr.
M & K Distributors Inc.

Rob Maletis, Sr.
Maletis Beverage

Robbie Maletis, Jr.
Maletis Beverage

Kenneth Mancini
C & C Distributors, Inc.

Rich Marchant
Crest Beverage LLC

Pete Marer
J.J. Taylor Distributing Florida, Inc.

Mike Markovich
Summit Beverage

Hayden Markstein
Markstein Beverage Co. of Sacramento

Kenneth W. Markstein
Markstein Beverage Co.

Steven H. Markstein
Markstein Beverage Co. of Sacramento

Travis Markstein
Markstein Beverage Co.

Ben Marriner
Southwest Beverage Co., Inc.

Jay Martin
J.J. Taylor Companies, Inc.

John Martin
R & K Distributors Inc.

Gary L. Marvine
Midwest Distributors Co., Inc.

Amy Matesich
Matesich Distributing Co.

Jim Matesich
Matesich Distributing Co.

A. J. Mathews
West Side Beer Distributing

Ed McBrian
Manhattan Beer Distributors LLC

Sue McCollum
Eagle Brands Sales

Pierre McCormick
Wisconsin Distributors, LLC

Emmett T. McEnery
Euclid Beverage, LLC

Dr. Eugene McEnery
Euclid Beverage, LLC

Mike McGuire
Andrews Distributing Co.

Hugh McLaughlin
Frank Beer Distributors, Inc.

P. H. McLaughlin, Jr.
Premium Distributors of Virginia, LLC

Andrew McMillan
Jefferson Distributing Co., Inc.

Dean McMillan
Crest Beverage LLC

Shannon A. McQuade-Ely
McQuade Distributing Co., Inc.

Michael R. McWherter
Central Distributors Inc.

Phil Meacham
Glazer’s Beer & Beverage

Paul Meade
Columbia Distributing

Vail K. Miller, Sr.
Heidelberg Distributing Co.

Vail K. Miller, Jr.
Heidelberg Distributing Co.

Patrick E. Mockler
Southern Eagle – New Orleans

James R. Moffett, Jr.
Crest Crown Distributing, LLC

Dean Nichols
Crest Crown Distributing, LLC

Robert A. Nichols
Eagle Distributing of Shreveport Inc.

Steve Nichols
High Country Beverage Corp.

Robert M. Norri
Norri Distributing Co., Inc.

Lewis T. Nunnelee, IV
Coastal Beverage Co., Inc.

George R. O’Connor
O’Connor Distributing - Three Lakes Division

John Odom
The Odom Corporation

Dominic Origiio
Origiio Beverage

Philip Mullin
Adams Beverages, Inc.

Edward Murphy
Amoskeag Beverages, LLC

Frank M. Nappi
Nappi Distributors

Christopher P. Natale
Ritchie & Page Distributing Co., Inc.

John L. Nau, III
Silver Eagle Distributors, LP

Bruce V. Nelsen
Eagle Distributing Inc.

David P. Neville
Beer Capitol Distributing Co., Inc.

Jackie Overturf
Carlson Distributing Co., Inc.

Val LaMantia Peisen
L & F Distributors, LLC

Craig Perrone
DelReka Distributing

Dean S. Petiptpen
Petiptpen Inc.

George Policastro
High Grade Beverage

Chance Price
M. Price Distributing Co.

Craig A. Purser
National Beer Wholesalers Association

Gretchen Purser
National Beer Wholesalers Association

Paul J. Quasarano
Easttown Distributors Co.

Adam Reeder
Ace Distributing

Jeffrey Reeder
Ace Distributing

David K. Reyes
Reyes Beverage Group

J. Christopher Reyes
Reyes Beverage Group

James V. Reyes
Premium Distributors of Washington, D.C., LLC

M. Jude Reyes
Reyes Beverage Group
2018 Chairman’s Circle Members

Stephen Reyes
Gold Coast Beverage, LLC

Thomas Reyes
Harbor Distributing, LLC

William F. Reyes
Premium Distributors of Washington, D.C., LLC

Brian Richardson
Standard Sales Co., LP

Mike Riley
Better Brands Inc.

Sean Rose
Clare Rose Inc.

Bill Rucker, Jr.
Mountain Eagle, Inc.

Jennifer Runyon
The American Beer Co.

Scott Sadowsky
Williams Distributing Company, Inc.

Charles H. Schilling, II
Schilling Distributing Co., LLC

Dave Stander
Columbia Distributing

Kristopher Schott
Schott Distributing Co., Inc.

Christopher Steffanci
Columbia Distributing

Barry L. Schwan
House of Schwan Inc.

Catherine Stein
Stein Distributing Co., Inc.

Frank Schwiep
Gold Coast Beverage, LLC

Craig Stein
Craig Stein Beverage (CSB) - Washington

Christopher Sheehan
Union Beer Distributors LLC

Shelly Stein
Glazer’s Beer & Beverage

John Sheehan
Beechwood Sales & Service

Mark Stepianan
Loveland Distributing Co., Inc.

Timothy Sheehan
L. Knife & Son Inc.

Winburn E. Stewart, Jr.
Bibb Distributing Co.

Phillip A. Short
P.A. Short Distributing Co., Inc.

David M. Stokes
Grey Eagle Distributors

Frank Sinkwich, III
Northeast Sales Distributing Inc.

Barkley Stuart
Glazer’s Beer & Beverage

Mark E. Smith
Allied Beverages

Richard Tatelman
Merrimack Valley Distributing Co., Inc.

Lisa Sondreal
McKinnon Co., Inc.

John J. Taylor, III
J.J. Taylor Companies, Inc.

S. Steve Sourapas
Crest Beverage LLC

Brian Thomma
Standard Sales Company, LP

Steven S. Sourapas
Crest Beverage LLC

Robert F. Tigani
NKS Distributors Inc.

Frank R. Sourbeer
Wilbach Distributors Inc.

Steven D. Tigani
Standard Distributing Co., Inc.

Lawrence S. Sowa
Town & Country Distributors Inc.

Tripp Transou
Bush-Transou, L.C.

Mike Specht
Columbia Distributing

Mary G. Trichell
W.A. Thompson Inc.

D. Scott Turner
Ajax Turner Co., Inc.

Pasquale Verrastro
L.T. Verrastro Inc.

Adam G. Vitale
G & M Distributors Inc.

Albert W. Vontz, III
Heidelberg Distributing Co.

Jeffrey S. Vukelic
Saratoga Eagle Sales & Service Inc.

Paul Vukelic
Try-It Distributing Co., Inc.

Mitch Watkins
Watkins Distributing, Sales & Service

Tony Watkins
Watkins Distributing

James Waugh
Capitol Beverage Co.

John A. Williams
Wayne Densch Inc.

Leonard E. Williams
Wayne Densch Inc.

Rodney Williams
KW Associates, LLC

W. Rockwell Wirtz
Breakthru Beverage Minnesota

Claude H. Wright
Wright Beverage Distributing

Aaron R. Wurf
Cento Brothers Distributing Co.

Byron Yahnis
The Yahnis Company

James C. Yahnis
The Yahnis Company

Andrew Zweber
General Distributing Co.

John W. Saputo
Gold Coast Eagle Distributing, Inc.

S. Steve Sourapas
Crest Beverage LLC

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Wright Beverage Distributing

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Cento Brothers Distributing Co.

Byron Yahnis
The Yahnis Company

James C. Yahnis
The Yahnis Company

Andrew Zweber
General Distributing Co.
## 2018 Company Honor Roll

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Nappi Distributors
Pine State Beverage Co.

MARYLAND
Bob Hall LLC
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Eastern Shore Distributing

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L. Knife & Son Inc.
Merrimack Valley Distributing Co., Inc.
Williams Distributing Company, Inc.

MICHIGAN
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Atlas Sales Inc.
Fabiano Brothers Inc.
Powers Distributing Co., Inc.
West Side Beer Distributing

MINNESOTA
Beverage Wholesalers, Inc.
Breakthru Beverage Minnesota
D & D Beverage LLC
Dahlheimer Beverage LLC
J.J. Taylor Distributing Minnesota, Inc.
Norri Distributing Co., Inc.
Starkovich Distributing Inc.

MISSISSIPPI
Capital City Beverages, Inc.
Clark Beverage Group, Inc.
F.E.B. Distributing Co., Inc.
Standard Sales Co., LP

MISSOURI
Heart of America Beverage Company
Wil Fischer Companies

NEVADA
Blach Distributing Co.

NEW HAMPSHIRE
Amoskeag Beverages, LLC
Bayside Distributing LLC
Bellavance Beverage Co., Inc.
New Hampshire Distributors, Inc.

NEW JERSEY
High Grade Beverage
Konrad Beer Distributor Inc.
Kramer Beverage Co.
Peerless Beverage Co.
Ritchie & Page Distributing Co., Inc.

NEW MEXICO
L & F Distributors, LLC

NEW YORK
Boening Brothers Inc.
Certo Brothers Distributing Co.
DeCrescente Distributing Co.
Manhattan Beer Distributors LLC
Saratoga Eagle Sales & Service Inc.
Try-It Distributing Co., Inc.
Union Beer Distributors LLC
Wright Beverage Distributing

NORTH CAROLINA
Adams Beverages of North Carolina
Caffey Distributing Co., Inc.
Long Beverage Inc.
R.A. Jeffreys Distributing Company
R.H. Barringer Distributing Co., Inc.
United Beverages of North Carolina, LLC

NORTH DAKOTA
Bergseth Bros. Co., Inc.
Beverage Wholesalers, Inc.
McKinnon Co., Inc.
McQuade Distributing Co., Inc.

OHIO
City Beverage Co.
The Columbus Distributing Co.
Heidelberg Distributing Co.
Heidelberg Distributing of Columbus
House of LaRose
Matesich Distributing Co.
Superior Beverage Group Ltd.
Treu House of Munch Inc.

OKLAHOMA
Capital Distributing LLC

OREGON
Columbia Distributing
Maletis Beverage

PENNSYLVANIA
Ace Distributing
Origlio Beverage
2018 Company Honor Roll

SOUTH CAROLINA
General Wholesale Co. of South Carolina
KW Associates, LLC
Lee Distributors, LLC
The Yahnis Company

SOUTH DAKOTA
Fisher Beverage Inc.

TENNESSEE
DBI Beverage Inc.
DET Distributing Co.
Hand Family Companies

TEXAS
Andrews Distributing Co.
Ben E. Keith Company
Budweiser Distributing Co. of Borger
Capitol Wright Distributing
Del Papa Distributing Company, Inc.
Faust Distributing Co., Inc.
Favorite Brands LLC
Giglio Distributing Company, Inc.
Glazer’s Beer & Beverage
L & F Distributors, LLC
Reed Beverage Co.
Standard Sales Co., LP

UTAH
Carlson Distributing Co., Inc.
General Distributing Co.
Golden Beverage Co., LLC

VERMONT
Farrell Distributing

VIRGINIA
Blue Ridge Beverage
Company, Inc.
Brown Distributing Co.
Chesbay Distributing LLC
National Beer Wholesalers Association
P.A. Short Distributing Co., Inc.
Premium Distributors of Virginia, LLC
Virginia Eagle Distributing Company, LLC

WASHINGTON
Columbia Distributing
Craig Stein Beverage (CSB)
The Odom Corporation

WEST VIRGINIA
Elkins Distributing Co.
Spriggs Distributing Co., LLC

WISCONSIN
Beechwood Sales & Service
Beer Capitol Distributing Co. Inc.
CJW Inc.
Dean Distributing Inc.
Fabiano Brothers - Wisconsin
Frank Beer Distributors, Inc.
La Crosse Beverage, LLC

NOTE: Contributions to the NBWA PAC are for political purposes. All contributions to the NBWA PAC must be by PERSONAL check. They are strictly voluntary, and you may refuse to contribute without reprisal. Any decision not to contribute will in no way affect your standing as a NBWA member. NBWA PAC contributions are not deductible as charitable contributions for federal income tax purposes. For questions or comments, the NBWA PAC can be reached at (800) 300-6417.
### 2018-2019 NBWA Staff

<table>
<thead>
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<th>Name</th>
<th>Position</th>
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<tbody>
<tr>
<td>Craig Purser</td>
<td>President &amp; CEO</td>
</tr>
<tr>
<td>Tracey Anderson</td>
<td>Senior Director, Meetings &amp; Events</td>
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<tr>
<td>Linda Auglis</td>
<td>Senior Director, Political Affairs</td>
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<td>Kate Beaulieu</td>
<td>Director, Federal Affairs</td>
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<tr>
<td>Tiffany Bennett</td>
<td>Receptionist</td>
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<tr>
<td>Eric Bunning</td>
<td>Director, Federal Affairs</td>
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<tr>
<td>David Christman</td>
<td>VP, State Affairs</td>
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<tr>
<td>Jackie Furdyna</td>
<td>Manager, Membership Development</td>
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<tr>
<td>Wendy Huerter</td>
<td>Executive Assistant to the President</td>
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<tr>
<td>Annele Jones</td>
<td>Federal Affairs Assistant</td>
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<tr>
<td>Lester Jones</td>
<td>Chief Economist</td>
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<tr>
<td>Lauren Kane</td>
<td>VP, Communications</td>
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<tr>
<td>Laurie Knight</td>
<td>Executive VP, Government Affairs</td>
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<tr>
<td>Sarah Lamson</td>
<td>Industry Affairs Assistant</td>
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<tr>
<td>Margaret “Cos” Manner</td>
<td>Senior Director, IT</td>
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<tr>
<td>Kimberly McKinnish</td>
<td>Senior VP &amp; CFO</td>
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<tr>
<td>Brittanny Meierling</td>
<td>Senior Director, Federal Affairs</td>
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<tr>
<td>Maggie Moreland</td>
<td>Manager, Member Programs &amp; Meetings</td>
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<tr>
<td>Colin Murphy</td>
<td>Manager, Communications</td>
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<tr>
<td>Paul Pisano</td>
<td>Senior VP, Industry Affairs &amp; General Counsel</td>
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<tr>
<td>Patti Rouzie</td>
<td>VP, Membership &amp; Meetings</td>
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<tr>
<td>Allison Schneider</td>
<td>Senior Director, Communications</td>
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<tr>
<td>Jenna Sugg</td>
<td>Membership and Meetings Assistant</td>
</tr>
<tr>
<td>Pamela Yereb</td>
<td>Senior Director, Administration &amp; Finance</td>
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