Message from the Chairman and the President:
Welcome to Washington, D.C.

Thank you for taking the time to be in Washington, D.C., for the 2014 NBWA Legislative Conference. We hope you will enjoy this newsletter’s look at the activities of your association and highlights from some of your fellow beer distributors across the country.

This year’s Legislative Conference is a crucial time to educate Congress about the regulatory, economic and commercial value that beer distributors bring to communities around the country. You are the best voice to educate your state’s federal delegation about the critical role that independent beer distributors play in the three-tier system of alcohol distribution and the importance of state-based alcohol regulation.

It is important that members of Congress and their staff meet some of the 130,000 full-time employees of the American beer distribution industry who work to ensure that the greatest choice, variety and selection of beer is delivered safely and efficiently to store shelves and bar taps across the country. And, most importantly, we need to continue to cement our close personal relationships with those who represent us in Washington by inviting members of Congress to visit our warehouses back home.

While we are gathered in Washington, we will discuss a number of policy issues that impact beer distributors, including federal tax issues; support for state-based alcohol regulation; reauthorization of the Sober Truth on Preventing (STOP) Underage Drinking Act; and full funding for the Alcohol and Tobacco Tax and Trade Bureau.

The Legislative Conference also provides a great opportunity for industry discussions around state, legislative and regulatory activities including three-tier and franchise issues. This year’s Conference schedule is packed with opportunities that will make your time in Washington worthwhile.

In addition to a great lineup of speakers, we are excited to host distributors, members of Congress, Washington insiders and industry leaders for the return of CHEERS! A Celebration of Beer & Food, taking place Tuesday evening at the National Portrait Gallery’s famed Kogod Courtyard Atrium. Enjoy delicious beer and food pairings and tweet your favorites using #NBWACheers.

Thank you for taking the time to join us as we advocate for the independent beer distribution industry on Capitol Hill. We appreciate all that you do for this great industry!

Greg LaMantia
2013-2014 NBWA Chair

Craig Purser
NBWA President & CEO

#NBWADC14
Warehouse Visits: The Key to Building Relationships on Capitol Hill

By: Laurie Knight
NBWA Executive Vice President, Government Affairs

Throughout this year’s Legislative Conference, you will notice photos highlighting dozens of distributors hosting members of Congress at their warehouses. When a member of Congress tours your operation, they will be in your area and available for your meeting, ask for the scheduler’s help to get a visit arranged. After the visit, follow up with your representative see first-hand the jobs you provide and the work you do. Contact NBWA for help arranging these visits.

Keep NBWA informed of your relationships with members of Congress:
Update your grassroots mobilization form to reflect your connections, especially for newly elected representatives.

Check the formula for member dues: It is important that NBWA has the necessary resources to continue advocating for beer distribution businesses and the state-based regulatory system.

Visit the NBWA Grassroots & Political Action Center: View contributions made to the NBWA PAC and disbursements made to federal candidates in your state, along with other grassroots resources.

Download the New NBWA Advocacy App!

Become an advocacy all-star with the brand new NBWA advocacy app! While in Washington for the Legislative Conference, consult the app for schedule information, talking points and a congressional directory. After your Hill visits, use the app to provide NBWA with critical meeting feedback. Back home, consult the app year-round for important advocacy resources, including economic data and educational videos!

Visit the App Store or Play Store on your phone and search “NBWA Advocacy.”

Here’s what you can do to become a stronger beer distributor advocate:

- **Schedule a warehouse visit with elected leaders and others:** Let your representative see first-hand the jobs you provide and the work you do. Contact NBWA for help arranging these visits.
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5 Ways to Become a Stronger Beer Distributor Advocate!

- **Know the Next Time You’ll Be in Washington, D.C.:** Remind them of NBWA’s Annual Legislative Conference.
- **Send an Appropriate Thank You:** After the visit, follow up with his or her office on any outstanding issues.
- **Take High-Resolution Photos:** Pictures of your visit can be submitted for inclusion in NBWA’s “Beer Route” and other publications.
- **Let Members of Congress Know the Next Time You’ll Be in Washington, D.C.:** Remind them of NBWA’s Annual Legislative Conference.
- **Send an Appropriate Thank You:** After the visit, follow up with his or her office on any outstanding issues.
- **Introduce Your Guest to Employees:** Notify employees in advance so they can be prepared to talk about what they do.
- **Talk About What You Know:** Talk about the great jobs you provide, how you help a variety of beer labels get to market and how you help craft brewers grow. Talk about your role in state-based alcohol regulation, including the collection of taxes… it’s all about an independent three-tier system!
- **Consider a Beer Tasting:** When scheduling the visit, if appropriate, ask if the member would like to sample some products at the end of the tour.
- **Prepare for the Member of Congress:** Prepare a welcome banner for your guest. Make sure your warehouse is in top form.
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Two Great Ways to Showcase Your Employees!

**Employee Spotlights**

NBWA is highlighting beer distribution employees through a new Employee Spotlight program. While it often is noted that many beer distribution companies are family-owned and -operated, many beer distributors also operate as an extended “family,” with employees who have worked in the business for 10, 15, 20 years and more.

NBWA is encouraging distributors to share photos and details about some of these standout employees to help spread the word about the industry’s quality employees online, on social media and other communication channels.

If you’d like NBWA to feature some of your stand-out employees, please send a high-resolution photo along with the employee’s name, years with the company, current title, first job/title with the company and a manager’s quote about what makes this employee special. Email the information to NBWA Communications Director Kathleen Joyce at kjoyce@nbwa.org using the subject line “Employee Spotlight.”

Here are a few of the employees you’ll see NBWA spotlighting:

**Name:** Lee Blair  
**Company:** Blue Ridge Beverage Corporation – Salem, VA  
**Years at the Company:** 32 years  
**Current Title:** Human Resources Manager  
**First Job at the Company:** Credit and Customer Service Representative  
**Management Quote:** “Lee Blair has been in many ways, the heart and soul of Blue Ridge Beverage for many years. She not only has played an integral part in our growth and success over the years but, above all, she remains focused on the well-being of all those that work day-in and day-out for this company. Lee is a prime example of those individuals that make not only Blue Ridge Beverage great, but also the entire beer distribution industry.”  
**– President/CEO Bob Archer**

**Name:** Vicente Rodriguez  
**Company:** Markstein Sales Company – Antioch, CA  
**Years at the Company:** 20 years  
**Current Title:** Sales Representative  
**First Job at the Company:** Service Representative  
**Management Quote:** “Vicente is one of our top salesmen servicing some of the highest volume general market accounts in the territory. He is respected by his team members and is dedicated to his job. Ask any of his clients and they will say: ‘Vicente is by far our best salesman. He provides top-notch service and without his knowledge of our market and the beer products he brings to us, our business would not be a success.’”  
**– General Manager Jennifer Grant**

**Name:** Joseph Morris  
**Company:** Gretz Beer Company – Norristown, PA  
**Years at the Company:** 17 years  
**Current Title:** Director of Marketing  
**First Job at the Company:** Sign Shop (one employee operation at the time)  
**Management Quote:** “Joe has been instrumental in developing the merchandising and marketing programs in the Gretz territory that is universally praised as being one of the best in the nation. It has been great to see Joe transform our company from a one-man sign shop to a multi-media marketing organization that is dedicated to building brand equity for our suppliers!”  
**– President Mike Gretz**

**Name:** Bryan Jeffrey  
**Company:** G&M Distributors – Galesburg, IL  
**Years at the company:** 10 years  
**Current Title:** 1st Shift Warehouse – Teamsters Local Union #627 Lead Man  
**First Job at the Company:** 2nd Shift Warehouse Team Member  
**Management Quote:** “Reliable, trustworthy, and a great attitude are a few of Bryan’s attributes. Each day presents Bryan with a different challenge. He is not afraid to tackle each challenge head on and complete it prior to ending his shift. Bryan can rally a team and produce a positive outcome. He is an asset to G&M’s operations team.”  
**– President Adam Vitale**

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**Share Your Story Contest for First-Time Convention Attendees**

NBWA is launching the Second Annual Share Your Story Contest to once again recognize a beer distribution employee who has never attended NBWA’s Annual Convention.

The contest helps highlight the 130,000 great jobs that beer distributors provide in every state and congressional district – from truck drivers, inventory specialists and graphic artists to sales representatives, forklift drivers and receptionists.

Distribution employees who have never attended NBWA’s Annual Convention are encouraged to submit entries explaining why they love working in the beer distribution industry, what they do, how long they have worked in the industry and how their careers began.

“The American beer distribution industry is strong because of the amazing people who work in it and the passion they have for the work they do in communities across the country,” said Rebecca Spicer, NBWA senior vice president, communications and public affairs. “It’s incredible to hear their personal stories that make all of us proud to be a part of this great system, and NBWA is looking forward to sharing those stories once again this year.”

Contest details are available at www.nbwa.org/contest.
**Cheers to Beer Distributors Celebrating Business Anniversaries!**

**Wilsbach Distributors Inc.** was started in 1933 by Frank Wilsbach. When he passed away in 1959, Bea Wilsbach appointed Harold Sourbeer as president of the company. In 1988, the Sourbeer family purchased the distributorship and they still run the business today. Wilsbach moved to an 85,000-square-feet facility in Harrisburg in 1999. The company currently employs more than 75 people and has partnerships with 34 suppliers. Wilsbach supports many local charities including the United Way, Boys & Girls Club, Hospice of Central PA and the Humane League of Harrisburg.

**Banko Beverage** was founded in 1933 in Allentown, Pennsylvania, by Frank Banko Sr. The company started as a soda bottling operation, but it quickly grew when Banko decided to add Schaefer Beer and ventured into the beer business. After the passing of Frank Banko Sr., his children Frank Banko Jr. and Mary Ellen Race took over the family business. In 2003, the company expanded by opening a facility in Scranton. Banko currently has five facilities between New Jersey and Pennsylvania. Banko remains active in its community by purchasing all of its supplies from local businesses and donating to local charities.

**Lawrence Distributing Co.** of Danville, Virginia, was founded by Billy B. Lawrence in 1954. The company first opened with one truck and one employee. It has since expanded to 66 employees with offices in Danville and South Hill. Billy B. Lawrence still leads the company with the help of his daughter Linda Lawrence Dalton (who currently serves on the NBWA Board of Directors) and son-in-law Barry Dalton. Billy Lawrence has always taken his company’s role in the three-tier system seriously. He has passed along to his daughter and son-in-law a devotion to advocating for the three-tier system, and they, too, are now highly engaged with elected leaders. Third generation family member Will Dalton is now actively involved in the business as well.

**Mike Hopkins Distributing Company Inc.** of Brenham, Texas, was founded when Mike Hopkins Sr. purchased Lange Distributing in 1989. Mike Hopkins Sr. is the former executive director and current President of the Wholesale Beer Distributors of Texas. The company began with seven brands of beer and 22 employees. It has grown to support 75 brands, service nearly 500 retail customers across Central Texas and employ 50 people. Current President Mike Hopkins Jr. represents Texas on the NBWA Board of Directors, and both generations remain active on legislative fronts and in their communities.

**Will You Be the 2014 Craft Beer Distributor of the Year?**

Does your distributorship help get new brands to market? Do you make investments in promoting and marketing start-up labels of beer? Is your company helping the craft beer segment experience double-digit growth year after year?

For the eighth year in a row, the National Beer Wholesalers Association (NBWA) and the Brewers Association (BA) are teaming up to sponsor the Craft Beer Distributor of the Year Award. The award recognizes an American beer distributor who goes above and beyond in their efforts to actively market, sell and promote craft beer.

The award will be presented jointly October 4, 2014, at the Great American Beer Festival® hosted by the BA in Denver, Colorado.

America’s beer distributors and craft brewers are invited to nominate any distributor they believe is deserving of the award. Nominations will be accepted until July 11, 2014.

In addition to the Craft Beer Distributor of the Year Award, a Craft Beer Achievement Award (first runner-up) and Craft Beer Distributor Recognition Award (second runner-up) will be presented.

“Craft beer category continues to experience tremendous growth thanks in large part to the effectiveness of the independent distribution system and the strong relationship between craft brewers and beer distributors,” said NBWA President and CEO Craig Purser. “America’s independent beer distributors take great pride in contributing to this American success story by serving as the vehicle to market for craft beer brands and working with craft brewers to provide choice and variety to consumers.”

Visit www.nbwa.org for entry rules, award criteria and the nomination form.

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**Mark Your Calendar for American Craft Beer Week: May 12-18!**

STARTED in 2006, American Craft Beer Week® is the national celebration of America’s small and independent craft brewers, their impact on the American beer industry and craft beer culture. In 2014, the beer community will celebrate American Craft Beer Week® from May 12 – 18.

Last year, celebrations for American Craft Beer Week® took place in all 50 states. As vehicles to market for craft beers, beer distributors are encouraged to take part in the celebration of craft beer and the role distributors play in helping to provide choice and variety to consumers.

Consider partnering with your retail customers to plan a craft-beer centric event such as a beer pairing dinner, a festival or a craft beer tasting. Then visit the American Craft Beer Week® event page at www.CraftBeer.com/ACBW and post your event to the official calendar!
NBWA Next Generation Group Continues to Grow

My beer distributors are family-owned businesses passed down from generation to generation. NBWA’s Next Generation Group was founded to bring together future leaders in the beer distribution industry. It focuses on helping members learn more about the beer business, get more involved with the association and network with other distributors from all areas of the country representing all brands.

The NBWA Next Generation Group first came together at NBWA’s Annual Convention and Trade Show in 2011 and is chaired by Adam Vitale, NBWA Board member & president of G & M Distributors, Inc.

In addition to special networking and educational events held in conjunction with NBWA’s Annual Convention and Legislative Conference, the Next Generation Success in Leadership Conference was launched to help educate and train the beer distribution industry’s emerging leaders.

More than 60 members of NBWA’s Next Generation Group attended the inaugural Success in Leadership Conference last August in Chicago. The first of its kind symposium offered leadership, development and strategy coaching and explained the history and role of NBWA.

Matt Dahlstrom, the founder of LearnBeer.com and a 20-year veteran of the beer industry, presented The Emerging Leader workshop. Topics included leadership skills, business readiness, maximizing your impact, strategy development and succession planning. The program gave attendees the opportunity to work together during group exercises, and they received a talented assessment that was specifically tailored to each of their strengths and weaknesses.

“The Next Gen conference is about connecting you to the people who will be your greatest allies, confidants, mentors and friends for the rest of your life,” said Ann Magruder, whose family beer ties pre-date Prohibition. “While the previous generations have had numerous years to develop relationships, skills, knowledge and wisdom, the Next Gen group has to develop these things in true millennial fashion – at warp speed. Blitz courses like The Emerging Leader workshop help.”

NBWA looks forward to building on the inaugural conference’s success with an expanded two-day program. The Second Annual Success in Leadership Conference will be held August 4-5, 2014, in Chicago, Illinois. The curriculum will include a general leadership session, operational breakout sessions, lobbying 101 and an issues update presented by NBWA’s advocacy team as well as impactful guest speakers.

The Hyatt Regency Chicago is the official hotel for the conference. The Hyatt will be handling all room reservations. To make reservations, please call 888-421-1482 and reference the NBWA Next Generation Success in Leadership Conference to receive the discounted room rate of $184 plus taxes per night. To register for this program, visit NBWA’s website at www.nbwa.org. Online registration will open on May 15.

For more information, or to get involved with the Next Generation Group, please contact NBWA Meetings and Membership Assistant Maggie Graham at mgrafram@nbwa.org.

Learn How You Can Hire a Veteran Today!

They volunteered to serve our country all across the globe, and now thousands of service members return to the private sector each year.

“With that number coming back each year, back into our community, we need to step up and pay attention to that, and seek them out,” Retired U.S. Army Colonel and NBWA Immediate Past Chair Bob Archer told NBWA-TV this year. “They are well trained. They are well qualified, at all levels. They have a great work ethic. That is what I have experienced, and I would encourage any of my fellow beer distributors to pay attention to this issue.”

And that issue is jobs. Many returning veterans are looking for work as they acclimate back in to civilian life.

Sergeant Major of the Army Raymond F. Chandler III, who spoke at the 2013 NBWA Legislative Conference, said, “I think there are a number of things that make soldiers outstanding employees. One, they have some leadership skills that they have learned while they have been in the service. They are on time. They understand what it means to be a professional, be a member of a team, contribute, get the mission accomplished. I think those are the key factors that separate soldiers from others,” SMA Chandler added.

Katcef Companies in Annapolis, Maryland, is one beer distribution company that understands the value of hiring veterans. Katcef employee Penny Fowler posts available jobs at Katcef on the Hero to Hired website.

Katcef Companies Vice President of Administration Tom Mangels told NBWA-TV, “We think it’s a great opportunity for those of us in business that always viewed the military as a sales opportunity instead of an HR opportunity. So it’s been a good learning experience for all of us.”

Mangels added, “Currently … about 6 percent of our employment base are veterans, and if this plan works the way we believe it does, based on going into the sales and the administrative side of the business, I would like to say we can double that.”

Retired U.S. Navy E-5 Brad Lewis is one of 12 veterans working at Katcef’s Maryland warehouse.

Lewis described his appreciation for Mangels’ commitment to hiring veterans to NBWA-TV saying, “He actually took a chance on me, I didn’t have a full college degree when he hired me, he realized the value that the military experience played with that, real life experience, you know I was out there living it, he saw that… and he took a chance on me, and I think that it paid off for both of us.”

To learn more about how your company can hire veterans, visit the Hero 2 Hired website for employers at www.h2h.jobs/employers. And be sure to stop by the booth near the NBWA registration desk to speak with representatives from the United States Army and the United States Air Force!
**America’s Beer Distributors Recognize National Alcohol Awareness Month**

Throughout the month of April, the National Beer Wholesalers Association is recognizing Alcohol Awareness Month, as designated by the U.S. Health and Human Services Substance Abuse and Mental Health Services Administration (SAMHSA), to raise awareness about alcohol abuse.

“Alcohol is a unique product that is not for everyone,” said NBWA President and CEO Craig Purser. “National Alcohol Awareness Month is an appropriate time to recognize that alcoholic beverages need to be effectively regulated to help combat abuse and to ensure they do not end up in the hands of those under the legal drinking age. Responsibility begins with effective regulation, and the United States has had a time-tested system of alcohol regulation in place for eight decades—a system that allows the states to decide how best to regulate and track alcohol.”

NBWA and America’s beer distributors are advocating for Congress to pass H.R. 498, the Sober Truth on Preventing (STOP) Underage Drinking Reauthorization Act. The STOP Act, which became law in 2006 with NBWA’s support, highlighted health and safety concerns related to underage drinking and provided funding for state initiatives to address such problems. It also authorized a national media campaign, new grant programs and research to combat underage drinking. Additionally, it formally established and funded the federal Intergency Coordinating Committee on the Prevention of Underage Drinking, chaired by SAMHSA, to help coordinate the various federal agencies involved in alcohol issues. The STOP Act is a proven piece of legislation that combats the consequences of underage drinking while affirming the regulatory value of today’s state-based system of alcohol regulation.

This landmark legislation recognizes that alcohol is different than other consumer products and is best regulated by the states, consistent with the 21st Amendment. The 130,000 men and women of the American beer distribution industry play a critical role in the effort to encourage responsible consumption and eliminate alcohol abuse of all types, including drunk driving and the underage purchase and consumption of alcohol. Alcohol is not like other consumer products and can have consequences if abused. That’s why beer distributors are regulated and work to take steps to ensure the safe and legal sale of alcohol, fight efforts to weaken regulations that provide a safe and orderly marketplace and participate in programs that promote alcohol education and responsible consumption only by adults of legal drinking age.

NBWA also encourages parents, educators and community leaders to utilize SAMHSA resources that can help educate young people about the dangers of underage drinking and the importance of making smart decisions. More information about these resources can be found at www.stopalcoholabuse.gov.

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**Get Social with NBWA!**

Are you following NBWA on social media? Get to know the social side of NBWA by engaging with your association on Facebook, Twitter and YouTube! Like NBWA on Facebook at www.facebook.com/NBWABeer to see the latest photos, news and more. Follow NBWA on Twitter @NBWABeer for important updates in 140 characters or less. And subscribe to NBWA’s YouTube channel at www.youtube.com/NBWABeer to view valuable video resources!

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**New Video: America’s State-Based Regulatory System**

Center for Alcohol Policy Chairman of the Board Brian Clark (Fun Beverage Inc.) unveiled a new video, “The Origin of America’s Alcohol Regulatory System,” explaining the origin of America’s state-based regulatory system at NBWA’s 76th Annual Convention and Trade Show in Las Vegas, Nevada.

“The Center for Alcohol Policy is an educational foundation focusing on state based alcohol regulation—the very basis of today’s effective system,” Clark told NBWA Convention attendees. “That effective system works to balance alcohol control with an orderly and competitive marketplace. This system also works to provide choice and variety for thirsty consumers while protecting the public and keeping communities safe.”

The video features Center for Alcohol Policy advisors Brannon Denning, professor at Samford University’s Cumberland School of law, and Jerry Oliver, Sr., former Arizona alcohol regulator and chief of police for Detroit, Richmond and Pasadena.

“The 21st Amendment was important because not only did it repeal Prohibition but it also returned control over alcohol policy where it belongs, to state and local governments who can determine what kinds of policies serve the needs of their citizens best,” Denning said.

The video highlights the Center’s republication of the book Toward Lugar Control, which outlined how states could safely sell and serve alcohol following the repeal of Prohibition, and how the book is still helping shape policy today.

“It gives the tenets for why alcohol should be controlled at the local level, why states and local jurisdiction are to have the final say as to how alcohol is accessed and how it’s distributed,” said Oliver.

“It’s clear that what’s acceptable in Nevada isn’t necessarily acceptable in Utah,” added Denning. “The 21st Amendment and the flexibility of state-based regulation allows those local differences to be taken into account.”

To learn more about the Center for Alcohol Policy and its programs and to watch the video, visit www.centerforalcoholpolicy.org.
Compensation and Benefits Study
The Compensation and Benefits Study allows NBWA members to easily compare their compensation levels and benefits with similar distributors. The study, published every other year, is currently available for purchase.

Order your 2012 copy today by downloading an order form at www.nbwa.org or by contacting Membership and Meetings Assistant Maggie Graham at mgraham@nbwa.org. The 2014 Compensation and Benefits Study survey will be conducted and published later this year.

NBWA’s Go-to-Guide for Beer Distributors
Looking for products and services to meet your business needs? NBWA helps beer distributors cut through the clutter of traditional search engine results with the Go-to-Guide for Beer Distributors. This online buyer’s guide offers answers to the needs of the beer industry and offers advanced, secure technology practices that help your business receive valuable feedback. Write a review today! Visit www.nbwa.org to see how the Go-to-Guide can work for you!

Distributor Productivity Report
NBWA offers members the Distributor Productivity Report, an industry-wide research effort designed to serve as an actionable tool for firms to evaluate their company’s operating results in order to pinpoint strengths, weaknesses and improvement opportunities. The report was last conducted and published in 2013 and is currently available for purchase. Please contact NBWA Membership and Meetings Assistant Maggie Graham at mgraham@nbwa.org with any questions or to order a copy of the Report.

Energy Buyers Program
The Affiliated Power Purchasers International (APPI) Savings Solutions Program continues to assist beer distributors with identifying and implementing business options that reduce energy and utility costs. To learn more, please contact APPI at (800) 520-6683 or info@appienergy.com.

Hiring Solutions
NBWA partner Global HR Research is a leader in integrated hiring, pre-employment screening and substance abuse testing technology, in addition to mitigating overall risk. Global HR Research offers NBWA members with discounted pricing to help distributors hire the best employees, while adhering to the highest security standards in the industry maintained through the most advanced, security technology practices available. Global HR Research also offers complimentary webinars highlighting all aspects of hiring solutions for NBWA members.

Who’s Who in Beer Distributing
NBWA publishes its official membership directory annually, providing the industry with comprehensive information about distributorships across the United States, NBWA associate members, state associations and more. The directory lists more than 3,000 beer distributors and suppliers to the industry. To order an additional copy, please contact NBWA Membership and Meetings Assistant Maggie Graham at mgraham@nbwa.org.

Compensation and Benefits Study
To others in the industry or save money compare your company’s productivity this year.

An Update on NBWA Insurance Program BevCap Health
Since its inception in 2013, BevCap Health has grown to seven members with 3,000 employee lives covered. Year to date, BevCap members on average have experienced claim costs at 20 percent lower than expected, which has resulted in reduced health care costs. Members of BevCap Health have achieved this success by taking control of their health care spending via total cost transparency and innovative, shared ideas.

“We are happy to be part of a health care captive that provides control and transparency when it comes to health insurance. The BevCap model allows us to provide our employees with excellent health insurance at an affordable price and mitigate health insurance cost increases.”

— Steven Busch, Key Distributing

BevCap Health is a self-funded, stop loss health plan with group risk sharing. Its benefit strategy allows fully insured members to achieve the transition to individual employer self-funded health plans and current self-funded clients the ability to optimize data-driven, innovative ideas through peer exchange. The standard market simply does not provide for this high-value strategy. The structure allows for employers to aggregate, share best practices, mitigate risk and bend the trend to reduce the long-term cost of health care benefits.

BevCap Health combines the advantages of workplace wellness, employee productivity, cost containment and overall health care strategy.

Learn About NBWA Insurance Offerings!

Property and Casualty Insurance
BevCap Management, LLC was founded to write beer distributors’ property and casualty insurance and is offering a program with impactful endorsements and key coverage enhancements. Lines of business eligible for the program include worker’s compensation (available mono-line); auto liability and auto physical damage; and general liability.

Limited Benefit Medical Plans
Also available are plans that provide a wide array of first-dollar accident and sickness coverage, including specified benefits for doctor office visits, accident medical care, health screenings, in-hospital indemnity benefits, accidental death and dismemberment coverage and more.

Dental and Vision Plans
NBWA partner Ameritas Group offers affordable and flexible dental and vision plans, and there is no need for changes in plan design for groups who currently have coverage. Groups without coverage can choose from a selection of four plans unique to NBWA. The plan also offers non-contributory contributor and volunteer options. With Ameritas-designed plans, distributor members will receive a cost savings of up to 15% off stand-alone rates and benefits similar to those of a larger group.

Learn more about NBWA-endorsed insurance providers and programs – including property and casualty insurance, limited benefit medical plans and dental and vision plans – contact Membership and Meetings Assistant Maggie Graham at mgraham@nbwa.org.
D.C. Beer Destinations

While you’re in our nation’s capital for NBWA’s Legislative Conference, take advantage of the city’s burgeoning beer culture!

Capitol Hill
Just steps from the Hyatt Regency Washington on Capitol Hill are two Irish bars that are well known to Legislative Conference attendees. The Dubliner offers authentic Irish recipes in a classic pub setting. Sit down to a pint, including some of the pub’s own, and enjoy live music seven nights a week (4 F Street NW). Next door is Kelly’s Irish Times. From 1930s Dublin police patches to autographed photos of famous politicians, the artifacts behind the bar are worth admiring while enjoying a pint at this quaint pub.

Midtown/Dupont Circle
If you love pizza as much as great beer, then Pizzeria Paradiso is the place for you. Just steps from the Circle, this D.C. favorite prides itself on Neopolitan style pizza to pair with more than 300 bottles and cans, 12 taps and one cask (2003 P Street NW). Another location in Georgetown offers the same great variety of beer (3282 M Street NW). The Bier Baron is a necessary stop on any D.C. beer tour. This beer institution formerly known as the Brickskeller reopened under new ownership in 2010. The vast selection that made the Brickskeller famous is still available, with 500 choices of beer from around the world (1523 22nd Street NW).

H Street NE
If you’re a fan of moules-frites and Belgian beers, you’ll want to check out Granville Moore’s, “a gastropub that can be paired with upscale bar fare. The staff share beer director Greg Engert’s passion for beer and act as reliable guides for those looking to explore new beers. Churchkey’s downstairs sister restaurant Birch & Barley, recognized by publications such as The New York Times and Food & Wine Magazine, offers the same great beer list with even higher-end food options. Reservations recommended for Birch & Barley (1337 14th St NW).”

Chinatown/Penn Quarter
The area surrounding the Verizon Center is home to a wide array of restaurants and bars. The Iron Horse Tap Room has 20 taps featuring rotating craft beer offerings, including beers from local brewers Chocolate City Beer, DC Brau, 3 Stars Brewing Co. and Port City Brewing Co. Chocolate City Beer, DC Brau, 3 Stars Brewing Co. and Port City Brewing Co. offer 20 taps featuring rotating craft beer offerings, including beers from local brewers Chocolate City Beer, DC Brau, 3 Stars Brewing Co. and Port City Brewing Co. Just steps from the Hyatt Regency Washington on Capitol Hill are two Irish bars that are well known to Legislative Conference attendees. The Dubliner offers authentic Irish recipes in a classic pub setting. Sit down to a pint, including some of the pub’s own, and enjoy live music seven nights a week (4 F Street NW). Next door is Kelly’s Irish Times. From 1930s Dublin police patches to autographed photos of famous politicians, the artifacts behind the bar are worth admiring while enjoying a pint at this quaint pub.

Barley, recognized by publications such as The New York Times and Food & Wine Magazine, offers the same great beer list with even higher-end food options. Reservations recommended for Birch & Barley (1337 14th St NW).”

NBWA 77th Annual Convention & Product Showcase Preview

Get ready for NBWA’s 77th Annual Convention at the Hyatt Regency New Orleans in New Orleans, Louisiana, from September 28 – October 1, 2014! More than 1,800 distributors, brewers and associate members are expected to attend this signature beer industry event.

NBWA’s Annual Convention is a great opportunity to network, learn and teach, with more than 20 educational seminars over a two-day period and the Product Demonstration Showcase on Monday, September 30.

Back by popular demand, the Product Showcase gives associate members the opportunity to showcase products and services during a non-trade show year. In its third year, the Product Showcase has grown in size and participation. Here is a sneak peek at some of the NBWA associate members who are scheduled to exhibit at the Product Showcase, which is more than 50 percent sold:

Exhibitors as of April 10, 2014

- FleetKleen Inc USA
- Geloso Beverage Group, LLC
- Glacier Design Systems, Inc.
- Greenwood
- HDA Architects
- Heartland Computers, Inc.
- Hino Motor Sales USA, Inc.
- Hyster Company
- iControl Regulated Commerce
- Intervolve
- Iowa Rotocast Plastics, Inc.
- M全部, Inc.
- Minhas Craft Brewery
- MobileDemand
- National Beverage
- New Age Industrial Corporation
- OK! Data Americas, Inc.
- OnTrak Software
- Optimum Solutions, Inc.
- Pako Brewing Co.
- Parallel Products
- ProCat
- Rethinking Pacific Company
- Rite-Hite Corporation
- Salvetto Imports
- Scan4Beer
- Social Trends
- Soffeon, Inc.
- Spacesaver Corporation
- Stran Beverage
- Strategic Mobility Group (SMG3)
- Telegis, Inc.
- Tenant Company
- Toyota - Fork Lifts of St. Louis
- TwinSilo Rack Systems
- Unex Manufacturing
- Unitech America, Inc.
- Verizon Networkfleet
- Vermont Information Processing, Inc.
- Vertiqal
- Walco Truck Equipment Co.
- Wavelink, Inc.
- Waymatic, Inc.
- Wiz-Pak Inc.
- Yale Materials Handling Group
- The Boelter Companies
- Dimensional Insight, Inc.
- Cicus Tech
- Cicerone Certification Program
- Convoy Technologies
- CPG Data
- Czech Beer of Canada
- Czech Beverage Industry Company, a.s.
- Dimensional Insight, Inc.
- Distributors Solutions, LLC
- Eco-Cigs
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- Fintech
- Front Entertainment
- Advanced Tracking Technologies, Inc.
- AGI Worldwide
- Alexander Global
- ARCO National Construction Beverage Group
- ArcaNaut Associates
- Barcoding, Inc.
- Big Systems, Inc.
- Bitlume Speedy Wash Inc.
- Bluff Manufacturing, Inc.
- The Boelter Companies
- Brother Mobile Solutions, Inc.
- Cicerone Certification Program
- Cirrus Tech
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