America’s Independent Beer Distributors:

What Brewers Are Saying
The U.S. is enjoying a Golden Age for beer thanks to America’s independent distribution system which:

- provides access to market for brewers of all sizes, including large, well-known brands, entrepreneurial craft labels and imports from around the globe
- creates a competitive marketplace for all brewers and importers as well as retailers
- generates vast consumer choice for beer lovers across the country

Here’s what some brewers are saying about their distributor partners…
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**GETTING NEW BRANDS TO NEW MARKETS**

“We could not be successful without the commitment and innovation of our wholesalers in building our brands and distributing our beer to consumers.”
Bill Brock, Straub Brewery

“We have always used a distribution network. We wouldn’t be where we are without it. There is no way we would be selling beer in California, or Georgia or D.C. without a fantastic distribution network.”
Naomi Neville, Allagash Brewing Company

**BUILDING RELATIONSHIPS, BUILDING BRANDS**

“We certainly have a lot of trust in our distributors, and I think they would say the same thing. It’s amazing what a small company can do when you have that kind of trust with a large distributor.”
Billy Pyatt, Catawba Brewing

“Independently operated distributors are terribly important to us.”
Tony Magee, Lagunitas Brewing Company

“They’ve got longstanding relationships in the market that we could never hope to develop.”
Bill Butcher, Port City Brewing Co.
“Providing the freshest beer and best customer service is extremely important to us, and we couldn’t accomplish this without a strong distributor network.”

*Larry Bell, Bell’s Brewery*

“We have always supported the independent beer distributors as the most efficient and appropriate means to access consumers and satisfy their demands.”

*David Casinelli, D.G. Yuengling Inc.*

““We would not be where we are now without them, and they should not be taken for granted by brewers, retailers or consumers.”

*Lucas Simmons, Lucky Town Brewing Co.*