

# Top 25 Beer Wholesalers 2006

Ranked by 2005 case volume

## 1 THE REYES FAMILY

**Holding Company:** Reyes Holdings, LLC, 9500 West Bryn Mawr Avenue, Suite

700, Rosemont, IL 60018 • J. Christopher Reyes, Co-Chairman; M. Jude Reyes, Co-Chairman • **Beer Operations:** David K. (Duke) Reyes, CEO; Raymond M. (Ray) Guerin, COO; James Reyes, EVP • **Core Site:** Harbor Distributing LLC, 1625 South Lewis St., Anaheim, CA 92805—Tel: 714/712-2400 • Tom Reyes, president • **Additional Sites:** Chicago Beverage Systems (Chicago, IL)—Tel: 773/826-4100; Jim Doney, president • Premium Distributors of Virginia (Chantilly, VA)—Tel: 703/227-1200; John Zeltner, president • Premium Distributors of Wash. DC—Tel: 202/526-3900; Bob Johnston, president • Lee Distributors (Charleston, SC; acquired in 2006)—Tel: 843/554-7837; Jim Wicks, general manager • **Brands:** Bass, Beck's, Coors, Corona, Dos Equis, Guinness, Heineken, Labatt, Mike's Hard Lemonade, Miller, Modelo, Molson, New Belgium, Pabst, Pacifico, Rolling Rock, Sam Adams, Sapporo, Sierra Nevada, Scottish & Newcastle, Steel Reserve, Stella Artois, Tecate, Yuengling

**VOLUME: 41 MILLION CASES—RANK #1**  
**DOLLAR SALES: \$720 MILLION—RANK #1**

## 2 BEN E. KEITH BEERS

**Core Site:** Ben E. Keith Company, 601 E. 7th Street, Ft. Worth, TX

76102, Tel: 817/877-5700, Fax: 817/388-1701, Web: benekeithbeers.com • Robert Hallam, chairman/CEO; Howard Hallam, president/COO; Kevin Bartholomew, president, Ben E. Keith Beers; Flint Prewitt, VP sales & operations; Robert Hallam, Jr., VP marketing; Barry Green, VP national accounts; Paul Holton, VP operations; Steve Fleming, VP administration; Connie Brown, VP pricing; Charlie Davis, VP training; John Hallam, VP/GM Dallas • **Additional Sites:** Abilene, TX—Tel: 325/676-5777; Dallas, TX—Tel: 214/634-1500; Llano, TX—Tel: 325/247-4224; Waco, TX—Tel: 254/752-5574; Commerce, TX—Tel: 903/886-2158; Denton, TX—Tel: 940/383-3502; Palestine, TX—Tel: 903/729-1770; Ft. Worth, TX—Tel: 817/568-4000 • **Brands:** Anheuser-Busch, Grupo Modelo

**VOLUME: 36 MILLION CASES—RANK #2**  
**DOLLAR SALES: \$500 MILLION—RANK #4**

## 3 GOLDRING/MOFFETT FAMILY HOLDINGS

**Core Site:** Crescent Crown Distributing Louisiana Division, 5900 Almonaster

Avenue, New Orleans, LA 70126, Tel: 504/240-5900, Fax: 504/240-5500 • William A. Goldring, Co-Chairman; James R. Moffett, Sr., Co-Chairman; James R. Moffett, Jr., president/CEO • **Additional Sites:** Crescent Crown Distributing Arizona Division (Phoenix, AZ)—Tel: 602/346-5500; Goldring Gulf Distributing (Ft. Walton, FL)—Tel: 850/432-9883; William A. Goldring, Co-Chairman; Elliot Maisel, Co-Chairman; Republic Beverage Company (Oklahoma City, OK)—Tel: 405/702-4500\* • **Brands:** Abita, Anchor, Alaskan, Asahi, Barton, Boston, Carlsberg Coors, Gambrinus Guinness, Heineken USA/FEMSA, High Falls, Hornell, InBev USA, Kirin, McKenzie River, Mike's Hard Lemonade, Miller, Molson, New Belgium, Pabst, Paulaner, Sapporo, Scottish & Newcastle, Warsteiner, Yuengling

**VOLUME: 33 MILLION CASES—RANK #3**  
**DOLLAR SALES: \$510 MILLION—RANK #3**

\*Republic Beverage Company announced its merger with National Distributing Company May 2006.

## 4 MANHATTAN BEER DISTRIBUTORS, LLC

**Core Site:** 400 Walnut Avenue, Bronx, NY 10454, Tel: 718/292-9300, Fax:

718/292-6348 • Simon Bergson, president/CEO; Bill DeLuca, VP sales; Al Greco, VP marketing; Sal Rossi, VP warehousing and distribution; Michael McCarthy, VP operations; Bill Bessette, COO; George Wetheimer, CFO • **Additional Sites:** Wyandanch, NY—Tel: 631/253-2100; Harriman, NY—Tel: 845/718-0111; Brooklyn, NY—Tel: 718/451-2100; Ridgewood, Queens—tel: 718/894-3700 • **Brands:** Bartles & Jaymes, Beck's, Boston Beer, Brahma, Carib, Coors, Corona, High Falls, Hoegaarden, Kronenbourg, Labatt, Leffe, Lion Heart Stout, Mike's Hard Lemonade, Magner's Cider, Molson, Newcastle Pacifico, Pete's, Quisqueya, Saranac, Seagram Smooth, Spaten, Stella Artois, Yardy

**VOLUME: 27.1 MILLION CASES—RANK #4**  
**DOLLAR SALES: \$543 MILLION—RANK #2**

## 5 SILVER EAGLE DISTRIBUTORS

**Core Site:** 1301 White St., Houston, TX 77007, Tel: 713/869-4361, Fax:

713/867-8176 • John L. Nau III, owner/president/CEO; Robert L. Boblitt, Jr., Sr. VP/COO/CFO; John Johnson, Sr., VP corporate sales and marketing; Matt Soileau, VP operations • **Additional Sites:** Conroe, TX—Tel: 936/442-2337; Rosenberg TX—Tel: 281/342-2566; Cypress, TX—Tel: 281/970-0428 • **Brands:** Anheuser-Busch, Modelo

**VOLUME: 26 MILLION CASES—RANK #5**  
**DOLLAR SALES: \$395.2 MILLION—RANK #7**

## 6 TOPA EQUITIES LTD.

**Core Site:** 1800 Avenue of the Stars, Los Angeles, CA 90067-4212, Tel: 310/203-

9199, Fax: 310/557-1837 • John Anderson, Sr., chairman/pres/CEO • **Additional Sites:** Paradise Beverages Inc. (Kailua-Kona, HI)—Tel: 808/329-2242; Paradise Beverages Inc. (Lihue-Kauai, HI)—Tel: 808/245-6938; Paradise Beverages Inc. (Wailuku, HI)—Tel: 808/244-3144; Paradise Beverages Inc. (Waipahu, HI)—Tel: 808/678-4000; Ace Beverage Co. (Los Angeles, CA)—Tel: 323/264-6000; Mission Beverage Company (Los Angeles and Indio, CA)—Tel: 323/266-6238; Bellows International, Ltd. (US Virgin Islands)—Tel: 340/774-1492; West Indies Corporation (US Virgin Islands)—Tel: 340/774-2350 • **Brands:** Anheuser-Busch, Coors, Corona,

**VOLUME: 25.4 MILLION CASES—RANK #6**  
**DOLLAR SALES: \$421.9 MILLION—RANK #5**

Heineken, Labatt, Miller

## 7 JJ TAYLOR COMPANIES, INC.

**Core Site:** 655 North A1A, Jupiter, FL 33477, Tel: 561/354-2900, Fax: 561/354-2999

**VOLUME: 23.7 MILLION CASES—RANK #7**  
**DOLLAR SALES: \$343 MILLION—RANK #8**

John J. Taylor III, president; Henri J. DesPlaines, exec. VP/CFO; Joann Gooding, VP/human resources • **Additional Sites:** Eastside Beverage Co. (Arden Hills, MN)—Tel: 612/482-1133; Mike Bamonti, president; JJ Taylor Distributing Florida, Inc.: Tampa Warehouse—Tel: 813/247-4000; Ft. Myers Warehouse—Tel: 239/267-1006; Manuel Portuondo, president • **Brands:** ANT Importers, Bacardi, Barton Brands, Bavaria USA, Beck's NA, Binding Bracerei, Boston Beer, Boulder Imports, Carlsberg USA, Coors, Diageo/Guinness USA, Dunedin Brewing, Florida Brewing, Gambrinus, Heineken, High Falls Brewing, InBev, McKenzie River, Mike's Hard Lemonade, Magners, Miller, Molson, Labatt USA, Latin Brews, Pabst, Pilsner Urquell, Presidente, Sapporo, Star Brand Imports, Shandy, Yuengling

## 8 HENSLEY

**Core Site:** 4201 North 45th Avenue, Phoenix, AZ 85031, Tel: 602/264-1635,

**VOLUME: 23.1 MILLION CASES—RANK #8**  
**DOLLAR SALES: \$320.1 MILLION—RANK #10**

Fax: 623/247-7094, Web: hensley.com • Bob Delgado, president/CEO; Bill Catalanotte, senior VP/COO; Andrew McCain, CFO; D. Chiocca, VP branch operations; John Vandevier, VP marketing; Mark Miller, VP sales; Cindy Hensley-McCain, chairman • **Additional Sites:** Tempe, AZ—Tel: 480/968-2471; Prescott, AZ—928/445-4032 • **Brands:** Anheuser-Busch, Kirin, Redhook, Widmer

## 9 THE SHEEHAN FAMILY

**Core Site:** L. Knife & Son, Elder Ave. Extension, Kingston, MA 02364-0510,

**VOLUME: 22.5 MILLION CASES<sup>1</sup>—RANK #9**  
**DOLLAR SALES: \$250 MILLION<sup>1</sup>—RANK #13**

Tel: 781/585-5165, Fax: 781/585-8670 • Gerald Sheehan, president; Douglas MacDonald, treasurer; Timothy Sheehan, GM; Charles Smith, vice president • **Additional Sites:** Union Beer Distributors (Brooklyn, NY)—Tel: 718-497-2407; Seaboard Products Co. (Danvers, MA)—Tel: 978/777-1410; Beechwood Distributing (New Berlin, WI)—Tel: 262/717-2831; Tri-Valley Beverage Inc. (Westmoreland, NY)—Tel: 315/853-3955; TJ Sheehan Distributing (Liverpool, NY)—Tel: 315/451-7250 • **Brands:** Anheuser-Busch, Corona, Guinness

## 10 GOLD COAST BEVERAGE DISTRIBUTORS

**Core Site:** 3325 Northwest 70th Ave., Miami, FL 33122-1332, Tel: 305/591-9800, Fax: 305/593-2393, Web: goldcoastbeverage.com

**VOLUME: 21.6 MILLION CASES—RANK #10**  
**DOLLAR SALES: \$405 MILLION—RANK #6**

• Steve Levin, owner/chairman; Art Friedman, president/CEO; Alfonso Fernandez, COO; Eric Levin, vice chairman; Ross Levin, senior VP operations; Fernando Anon, CFO; Felix Williams, EVP sales; Mike Pritchard, VP corporate purchasing • **Additional Sites:** Rockland Key, FL—Tel: 305/293-3186; Pompano Beach, FL—Tel: 954/943-3950 • **Brands:** Amstel Light, Asahi, Bass Ale, Bavaria, Beck's, Boddingtons, Brahma, Carib, Carlsberg, Coors Light, Corona, Corona Light, Dos Equis, Foster's, Guinness, Harp, Heineken, Heineken Light, Honey Brown, Hoegaarden, Hollandia, Icehouse, Key West, Lowenbrau, Mike's Hard Lemonade, Miller Genuine Draft, Miller High Life, Miller Lite, Modelo Especial, Molson, Milwaukee's Best, Old Milwaukee, Pabst, Pacifico, Peroni, Pilsner-Urquell, Presidente, Prestige, Quilmes, Red Stripe, Sam Adams, Scottish & Newcastle, St Pauli Girl, Steel Reserve, Stella Artois, Tecate, Warsteiner, Yuengling

## 11 GLAZER'S FAMILY OF COMPANIES

**Core Site:** Glazer's Family of Companies, 14911

**VOLUME: 19.9 MILLION CASES—RANK #11**  
**DOLLAR SALES: \$336.5 MILLION—RANK #9**

Quorum Drive, Suite 400, Dallas, TX 75254, Tel: 972/392-8200, Fax: 972/702-8508 • Bennett Glazer, chairman/CEO; RL Glazer, chairman of the board; Mike Glazer, EVP; Barkley Stuart, EVP/COO; Jerry Cargill, president • **Territories:** Arizona, Arkansas, Illinois, Indiana, Iowa, Kansas, Louisiana, Mississippi, Missouri, Ohio, Oklahoma and Texas • **Brands:** Anchor, Barton, Bavaria SA, Boston Beer, Boulevard, Coors, Diageo, Four Peaks, Gambrinus, Goose Island, Great Lakes, Heineken, Highfalls, InBev, Miller, New Belgium, Pabst, Pearl, Pittsburgh, Saint Arnold, San Miguel, Sapporo, Scottish & Newcastle, Sleeman, Sierra Nevada, Star Brands, US Beverage, Warsteiner

## 12 LIQUID INVESTMENTS, INC.

**Core Site:** Mesa Distributing Co. Inc., 8870 Liquid Court, San Diego,

**VOLUME: 18.2 MILLION CASES—RANK #12**  
**DOLLAR SALES: \$264.2 MILLION—RANK #12**

CA 92121, Tel: 858/452-2300, Fax: 858/452-9043, Web: www.lqdiv.com • Ron L. Fowler, chairman/CEO; Nick R. Gagliardi, president • **Additional Sites:** Mesa Beverage Co., Inc. (Santa Rosa, CA)—Tel: 707/544-0639; Mesa Beverage Co., Inc. (West Sacramento, CA)—Tel: 916/373-5700; Colorado Beverage Dist. Inc. (Grand Junction, CO)—Tel: 970/242-4681; Colorado Beverage Dist. Inc. (Montrose, CO)—Tel: 970/249-5599 • **Brands:** Barton Beers, Coors, Diageo-Guinness, Heineken, InBev, Miller

## 13 THE BANKO FAMILY

**Core Site:** Warren Distributing Co., 2 Laurel Drive, Flanders, NJ 07836,

**VOLUME: 18 MILLION CASES—RANK #13**  
**DOLLAR SALES: \$249 MILLION—RANK #14**

Tel: 973/927-2727, Fax: 973/927-7223 • Frank Banko, CEO; Frank Banko III, president • **Additional Sites:** Banko Beverage Co. (Allentown, PA)—Tel: 610/434-0147; Banko North, Inc. (Scranton, PA)—Tel: 570/346-3848; HubCity Distributing (Lawrenceville, NJ)—Tel: 609/844-9600; Warren South (Blue Anchor, NJ)—Tel: 609/567-9660; Eagle Distributing Co. (Reading, PA)—Tel: 610/376-4858; Banko Distributing Co. (Doylestown, PA)—Tel: 215/766-8881 • **Brands:** Bass, Beck's, Coors, Genesee, Guinness, Harp, Heineken, High Falls Brewing, Miller, Molson, Pabst, Rolling Rock, Seagram's, St. Pauli Girl, Woodchuck, Yuengling

## 14 ANDREWS DISTRIBUTING COMPANIES

**Core Site:** Andrews Distributing Co. of North Texas, Ltd., 2730 Irving

**VOLUME: 17.1 MILLION CASES—RANK #14**  
**DOLLAR SALES: \$286.6 MILLION—RANK #11**

Blvd., Dallas, TX 75207, Tel: 214/525-9400, Fax: 214/905-0811 • Barry Andrews, chairman/president/CEO; Mike Barnes, senior VP/GM; Mike McGuire, senior VP marketing and brand management; Pam Spackman, senior VP finance; Joe Jernigan, CFO • **Additional Sites:** Andrews Distr. Co. (Corpus Christi, TX)—Tel: 361/696-7400; Andrews Distr. Co. (Alice, TX)—Tel: 361/664-3231; Andrews Distr. Co. (Denison, TX)—Tel: 903/465-3383 • **Brands:** Barton Beer, Bohemia, Boston Beer, Carta Blanca, Cerveza Sol, Coors, Corona, Diageo (all brands), Dos Equis, Foster's, Gambrinus/Shiner, Grolsch, Guinness, Heineken, InBev (all brands), Indio, McKenzie River/Steel Reserve, Mike's Hard Lemonade, Miller, Modelo, Newcastle, Noche Buena, Pabst, Rolling Rock, Shiner, Smirnoff Ice, Superior, Tecate, US Beverage (all brands)

## TOP 25 BEER WHOLESALERS

### 15 UNITED DISTRIBUTORS, INC.

**Core Site:** United Distributors, Inc., 5500 United Drive, Smyrna, GA

**VOLUME: 16 MILLION CASES—RANK #15**  
**DOLLAR SALES: \$229 MILLION<sup>2</sup>—RANK #15**

30082, Tel: 678/305-2000 • Doug Hertz, president; Pete Moraitakis, COO; Chuck Guth, GM, beer division for state of Georgia • **Additional Sites:** Savannah, GA—Tel: 912/920-9999; Albany, GA—Tel: 229/436-9501; Macon, GA—Tel: 478/746-7694 • **Brands:** Anchor Steam, Coors, Diageo, Heineken, InBev, Miller, Pabst, Sierra Nevada, Sweetwater

### 16 HEIDELBERG DISTRIBUTING CO.

**Core Site:** Heidelberg Distributing, 1518 Dalton Ave., Cincinnati, OH

**VOLUME: 13.9 MILLION CASES—RANK #16**  
**DOLLAR SALES: \$179 MILLION—RANK #19**

45214, Tel: 513/421-5000; Fax: 513/421-5194 • Albert Vontz III, co-chairman; Vail Miller, co-chairman • **Additional Sites:** Columbus, OH—Tel: 614/308-0400; Dayton, OH—Tel: 937/222-8692; Perrysburg, OH—Tel: 419/666-9783; Independence, OH—Tel: 216/520-2626; Covington, KY—Tel: 859/655-6671 • **Brands:** Anheuser-Busch, Boston Beer, Coors, Corona, Guinness, InBev, Mark Anthony, Pabst

### 17 BUDCO LTD.

**Core Site:** 4609 New Highway 90 West, San Antonio, TX 78237, Tel: 210/225-3044, Fax: 210/224-9802, Web: www.budco.net • Berkley V. Dawson, president; James E. Dawson, Sr. VP; Vincent M. Dawson, COO • **Additional Sites:** Del Rio, TX—Tel: 830/774-6511; Carrizo Springs, TX—Tel: 830/374-2307 • **Brands:** Anheuser-Busch, Kirin, Modelo, Redhook

**VOLUME: 13.7 MILLION CASES<sup>1</sup>—RANK #17**  
**DOLLAR SALES: \$199.6 MILLION<sup>1</sup>—RANK #17**

### 18 STANDARD SALES COMPANY LP

**Corporate Offices:** 4800 East 42nd Street, Suite 400, Odessa, TX 79762-

7214, Tel: 432/367-7662, Fax: 432/367-9526 • Frank Deaderick, president; Lanny Layman, executive VP • **Additional Sites:** Odessa-Midland, TX—Tel: 432/550-7380; Lubbock, TX—Tel: 806/745-5263; San Angelo, TX—Tel: 325/655-5131; Colorado Springs, CO—Tel: 719/598-8882; Littleton, CO—Tel: 303/674-1974; Pueblo-Alamosa, CO—Tel: 719/566-3900; A&B Distributing Co. Inc. (OliveBranch-Corinth, MS)—Tel: 662/895-2828 • **Brands:** Anheuser-Busch

**VOLUME: 13.3 MILLION CASES—RANK #18**  
**DOLLAR SALES: \$202 MILLION—RANK #16**

### 19 FRANK B. FUHRER WHOLESALE CO.

**Core Site:** 3100 E. Carson St., Pittsburgh, PA 15203, Tel: 412/488-8844, Fax: 216/

271-0674, 412/488-0195, Web: fuhrerwholesale.com • Frank B. Fuhrer, Jr., chairman, Frank B. Fuhrer Holdings; Frank B. Fuhrer III, president, Frank B. Fuhrer Holdings, Inc.; Jack Miller, executive vice president, Frank B. Fuhrer Holdings • **Additional Sites:** None • **Brands:** Anheuser-Busch, Bartles & Jaymes, Coors, Corona, Mike's Hard Lemonade, Molson, Moosehead, St. Pauli Girl, Yuengling

**VOLUME: 13.1 MILLION CASES—RANK #19**  
**DOLLAR SALES: \$153 MILLION—RANK #22 (TIE)**

### 20 THE HOUSE OF LaROSE

**Core Site:** The House of LaRose, Inc., 6745 Southpointe Parkway,

**VOLUME: 12.8 MILLION CASES—RANK #20**  
**DOLLAR SALES: \$147 MILLION—RANK #24**

Brecksville, OH 44141, Tel: 440/746-7500, Fax: 440/746-7501 • Thomas C. (Tim) LaRose, chairman/CEO; James P. (Jim) LaRose, president/COO • **Brands:** Anheuser-Busch

### 21 HOUSTON DISTRIBUTING CO.

**Core Site:** 7100 High Life Drive, Houston, TX 77066, Tel: 281/583-4800 • Fax:

281/880-2750 • Bo Huggins, president/CEO; Perry Parsons, executive VP/GM; Scott Heckel, VP sales and marketing • **Additional Sites:** None • **Brands:** Barton Brands, Coors, Diageo, Gambirinus, Guinness, Heineken, InBev, McKenzie River, Mike's Hard Lemonade, Miller, Pabst, Scottish & Newcastle, United States Beverages

**VOLUME: 10.9 MILLION CASES—RANK #21(TIE)**  
**DOLLAR SALES: \$174 MILLION—RANK #20**

### 21 CLARE ROSE, INC.

**Core Site:** Clare Rose Inc., 72 Clare Rose Blvd., Patchogue, NY 11772, Tel:

631/475-1840, Fax: 631/475-1837 • Lisa Rose, CEO/president; Sean Rose, chairman • **Additional Sites:** Clare Rose (Melville, NY)—Tel: 516/454-2337 • **Brands:** Anheuser-Busch, Blue Point, Heineken

**VOLUME: 10.9 MILLION CASES—RANK #21(TIE)**  
**DOLLAR SALES: \$184.9 MILLION—RANK #18**

### 23 PREMIER DISTRIBUTING CO.

**Core Site:** 4321 Yale Blvd., Albuquerque, NM 87107, Tel: 505/344-0287, Fax:

505/345-4351 • Edward Dobbs, president; John Dobbs, VP/treasurer; Reggie Hardway, VP operations; Alan Markey, CFO • **Additional Sites:** Clovis, NM—Tel: 505/767-4489; Farmington, NM—Tel: 505/327-6371; Mesilla Park, NM—Tel: 505/524-1661; Gallup, NM—Tel: 505-722-2089; Santa Fe, NM—Tel: 800-874-9807 • **Brands:** Anheuser-Busch

**VOLUME: 10.8 MILLION CASES—RANK #23**  
**DOLLAR SALES: \$161.4 MILLION—RANK #21**

### 24 GOLDEN EAGLE DISTRIBUTORS, INC.

**Core Site:** 705 East Ajo Way, Tucson, AZ 85713, Tel: 520/884-5999, Fax:

520/884-1804 • Ginny Clements, chairman of the Board; Christopher Clements, CEO; Kimberly Clements, president; Bill Osteen, Sr. VP business development; Mike Ellerson, CFO; Gary Wesnitzer, VP sales • **Additional Sites:** Golden Eagle Distributors (Buckeye, AZ)—Tel: 623/386-6312; Golden Eagle Distributors (Show Low, AZ)—Tel: 928/532-0044; Golden Eagle Distributors (Globe, AZ)—Tel: 928/425-4831; Golden Eagle Distributors (Flagstaff, AZ)—Tel: 928/779-3634; Golden Eagle Distributors (Casa Grande, AZ)—Tel: 520/836-2221 • **Brands:** Anheuser-Busch

**VOLUME: 10.5 MILLION CASES—RANK #24**  
**DOLLAR SALES: \$142 MILLION—RANK #25**

### 25 ALLIED BEVERAGES AND ALLIED DISTRIBUTING

**Core Additional Sites:** Allied Beverages, 13287 Ralston Ave., Sylmar, CA

91342, Tel: 818/326-9333, Fax: 818/362-7180 • Allied Distributing, 3810 Transport St., Ventura, CA 93003, Tel: 805/644-2201, Fax: 805/644-4987 • Kevin Williams, president; Bill Larson, executive VP • **Brands:** Barton, Boston Beer, Coors, Diageo, Heineken, Miller, Newcastle, New Belgium, Sierra Nevada

**VOLUME: 9.2 MILLION CASES—RANK #25**  
**DOLLAR SALES: \$153 MILLION—RANK #22 (TIE)**

*Whenever possible, sales information was verified by the company. Exceptions are noted. 1 2004 data used. Unable to obtain updated information.*

*2 Dunn and Bradstreet*