

Introducing...

*The Beverage Industry's Leading Resource For
In-Depth Company Profile Information*

BMC's BEVERAGE COMPANY DATABASE

FULLY SEARCHABLE

CONTINUOUSLY UPDATED

CONSTANTLY EXPANDING

**BEVERAGE
MARKETING
CORPORATION**

Agenda

- **Who we are**
- **Company Database Approach, Elements & Methodology**
- **BMC Beverage Company Database Demo**

Beverage Marketing Corporation utilizes an integrated model for providing information, analysis and advice to beverage industry clients



**Unique Beverage Industry Expertise
for Providing “Added-Value” to Selected Clients**



Cutting Edge Insights: New Age Emergence, Multiple Beverage Competition, Specialty Beer Opportunity, Bottled Water Dominance, Hyper-Category Competition, Micro-Marketing Age

Intuitive search capabilities enable users to examine complex brand ownership, bottling and distribution networks in a few clicks, offering benefits to a broad range of businesses.

Beverage Companies

- Examine competitive brands' distribution networks
- Analyze local market penetration
- Isolate and contact potential independent or "no-conflict" distributors

Beverage Industry Suppliers & Allied Industries

- Target prospects possessing key qualities
- Develop national, regional and local prospect lists
- Identify and contact key company personnel

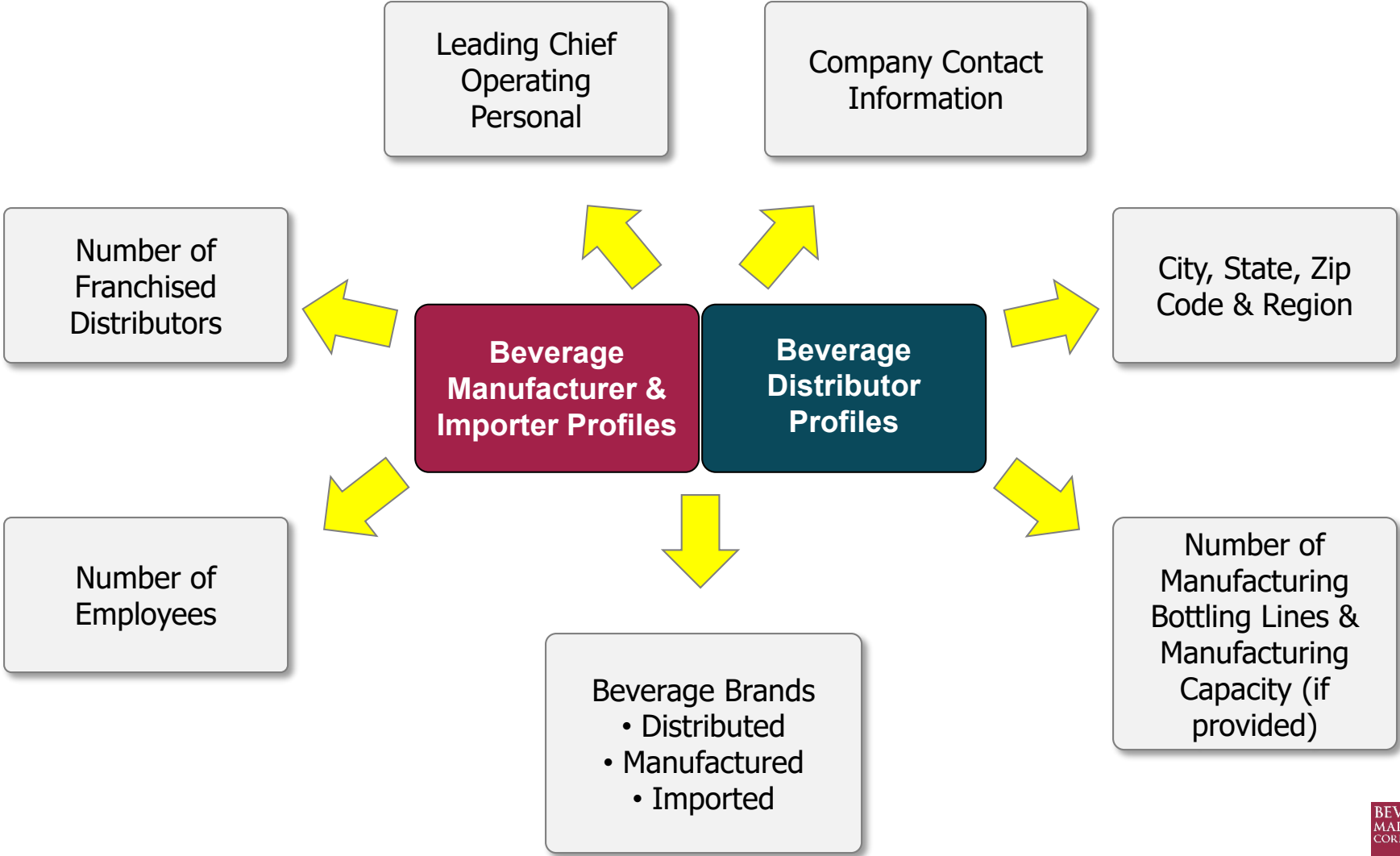
Beverage Distributors & Bottlers

- Examine local competitors' brand set
- Identify up-and-coming regional and national brands
- Expand distribution portfolio

Investors & Private Equity Firms

- Analyze investment prospects by key attributes
- Identify investment opportunities
- Conduct due diligence

BMC's Company Database is fully searchable by beverage category, brand, location and other key attributes to yield concise yet comprehensive company profiles meeting users' specific criteria



BMC’s Beverage Company Database offers quick access to concise, comprehensive Alcohol Beverage Manufacturer and Distributor Profiles

Alcohol Beverage Industry (Manufacturers, Importers & Distributors)	
Beer Distributors	1,402 Companies
Craft Beer Distributors	1,247 Companies
Wine & Spirits Distributors	1,133 Companies
Breweries	76 Companies
Craft/Microbreweries (Leading)	551 Companies
Distilleries	177 Companies
Wineries/Cider	555 Companies
Alcoholic Beverage Importers (Includes Beer, Wine, Spirit & Cider Importers)	173 Companies

BMC’s Beverage Company Database also offers quick access to Non-Alcohol Beverage Manufacturer and Distributor Profiles

**Non-Alcohol Beverage Industry
(Manufacturers, Franchise Companies, Distributors)**

<u>Companies</u>	
Soft Drink Bottlers & Canners	297
Bottled Water Fillers	265
Soft Drink Franchisors	132
Sports Beverages	63
Energy Drinks/Energy Shots	134
Functional Beverages	130
Bottled Water Companies	187
Kombucha Beverages	31
Value-Added Water	75
Hemp/CBD Beverages	42
Beverage Powders	30
Fruit Juice/Drink Companies	350
Coffee Companies	162
Tea Companies	269
Dairy Companies	257
Dairy Alternative Beverages	25

<u>Distributors</u>	
Total Liquid Refreshment Beverages <i>(Includes the following beverage products) -</i>	2,342
•Carbonated Soft Drinks	1,624
•Energy Drinks/Energy Shots	2,023
•Sports/Protein Beverages	1,300
•Functional Beverages	975
•Fruit Juice/Drink Beverages	1,553
•RTD Coffee & Tea Beverages	1,681
•Dairy-Based Beverages	330
Bottled Water	2,340

Easy to use interface allows for detailed searches and specific, comprehensive company profiles

DrinkTell™

Hello, sduffield@beveragemarketing.com

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Search Database

Market Snapshot

Recent Updates

About

Contact

Definitions

Admin

Manage Documents

User Activities

BMC North American Beverage Company Database

Please Put In The Search Criteria

Company Type

US Distributors and Bottlers

Search

Reset

Brands

Include companies carrying ANY of the following

Include Brand

Search for brand ...

Monster Beverage Company

Exclude companies carrying ANY of the following

Exclude Brand

Search for brand ...

Company Name

City

State/Province

CA

CO

CT

DC

DE

Regional Market

NorthEast

East Central

West Central

South

Contact Person

Territory

Select State...

Contact Title

Headquarter Name

Alcohol Wholesaler Type

Beer Wholesaler Only

Wine & Spirit Wholesaler

Beer, Wine & Spirit Wholesaler

Pennsylvania Subsidiaries-Beer Only

Is Craft Beer Wholesaler?

Choose...

Alcohol Importer Type

Beer Importer

Wine & Spirit Importer

Beer, Wine & Spirit Importer

Soft Drink Company Type

Bottler & Canner

Bottled Water Company Type

Bottler & Canner

Trucks

a. 1 to 4

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Complete beverage company listings providing detailed category profiles of brands manufactured and/or imported, chief operating personnel and more. Examine query results, view or download individual companies, and export select data sets

US Beverage Companies

AriZona Beverage Co LLC

Address

One Arizona Plaza #400
Woodbury , NY 11797
Phone: 516-812-0300
Fax: 516-812-0400
Email: info@Drinkarizona.Com
Website: Www.Drinkarizona.Com
Regional Market: NorthEast

Is Headquarter? Yes

Brands:

Breweries

- Arnold Palmer Spiked Half & Half

Tea

- AriZona Black Tea
- AriZona Green Tea
- AriZona Half & Half
- AriZona White Tea
- Arnold Palmer Half & Half
- Cold Brew Tea
- Liquid Water Enhancers

Product Categories:

Breweries Energy Drinks/Energy Shots Bottled Water Company
Beverage Powders Fruit Juice/Drink Companies Tea Companies

Employees: P. 250 To 299

Has Bottled Water AsepticPackaging? No

Contacts:

- Chairman: Don Vuitaggio
- Chief Executive Officer: David Menashi
- Chief Financial Officer: Patricia Catalina
- C M O, Di-Brand Development: Spencer Vuitaggio
- Chief Creative Dir: Wesley Vuitaggio
- V P-Sales: Rob Marciano
- C F O, AriZona Holdings: Abid Rizvi

Energy Drinks/Energy Shots

- AriZona Extra Strength Energy Shot
- AriZona Pomeg Green Tea Energy
- AriZona R X Energy Fast
- Caution Low Carb Energy
- Caution Performance Enrgy
- R X Energy Fast Shot

Bottled Water Companies

- AriZona Sparkling
- Vapor Water

Beverage Powders

- Tea Stix

Juice

- AriZona Juices
- Golden Bear
- Lime Rickey's

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Concise yet complete distributor and bottler listings provide brands distributed and/or manufactured, location sales and more. Examine query results, view or download individual companies, and export select data sets

US Distributors and Bottlers

Matesich Distributing Co

Address

1190 East Main Street
Newark , OH 43055
Phone: 740-349-8686
Fax: 740-349-3830
Website: www.Matesichbeer.com
Regional Market: East Central

Is Headquarter? Yes

Contacts:

- Chief Executive Officer: James M. Matesich
- President/C O O : Sarah M. Schwab
- Chief Financial Officer: J. Michael Harris
- V P-Human Resources: Joan Franks
- V P-Business Execution: Matija Zitko
- Dir-Sales : R.L. Wright

Brands:

Beer

- Anheuser-Busch-Equity
- Crown/Constellation Beer
- New Belgium
- Yuengling
- Goose Island Beer Co (Anheuser-Busch)

Craft Beer

- Alaskan Brewing
- Armed Forces Brewing
- Big Truck Farm Brewery
- Breckenridge Brewing (Tilray)
- Elysian Brewing (Anheuser-Busch)
- Homestead Beer Co
- Kona/PV Brewing
- Land-Grant Brewing
- Millersburg Brewing
- Real American Beer

Wine

- 101 North
- Copa Di Vino

Spirits

- Big Sipz Cocktails
- Cutwater Spirits
- Dad Water
- Mom Water
- Nutri Vodka
- Stateside/Surfside

Soft Drink

- Ghost Energy Drink
- Bing Beverage
- Craft Standard
- G Fuel
- KITU Super Coffee

Bottled Water

- Icelandic Glacial

Operation

Alcohol Wholesaler Type: Beer, Wine & Spirit Wholesaler
CraftBeer/Wholesaler? Yes
Soft Drink Company Type: Distributor Only
Bottled Water Company Type: Distributor Only
Has Bottled Water AsepticPackaging? No
Truck Count: 0. 20 To 29
Hardware: IBM AS/400
Employees: 1 100 Or More
Software: V.I.P.
Sales: M. \$50,000,000 To \$74,999,999

Territories:

- Coshocton County, Ohio
- Fairfield County, Ohio
- Guernsey County, Ohio
- Knox County, Ohio
- Licking County, Ohio
- Monroe County, Ohio
- Morgan County, Ohio
- Muskingum County, Ohio
- Noble County, Ohio
- Perry County, Ohio
- Tuscarawas County, Ohio

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A complete distribution network list of the AriZona brand beverage can be sorted and searched by region, state, and zip code, as well as other categories such as annual sales and number of employees



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Search DatabaseMarket SnapshotRecent UpdatesAboutContactDefinitionsAdminManage DocumentsUser Activities

BMC North American Beverage Company Database

Please Put In The Search Criteria

Search Result for US Distributors and Bottlers: 967 Records Found

Company Name	City	State/Province	Sales	Alcohol Wholesale	Soft Drink Compan	Bottled Water Com
Odom Corporation (The	Bellevue	WA	q. \$200,000,000 OR M	Beer, Wine & Spirit Wh	Distributor Only	Distributor Only
InnereMountain Dist Co	New Castle	CO	g. \$10,000,000 to \$14,	Beer, Wine & Spirit Wh	Distributor Only	Distributor Only
Johnson Bros of Hawaii	Kapolei	HI	n. \$75,000,000 to \$99,	Beer, Wine & Spirit Wh	Distributor Only	Distributor Only
Odom Corporation (The	Fairbanks	AK	k. \$30,000,000 to \$39.5	Beer, Wine & Spirit Wh	Distributor Only	Distributor Only
Golding Gulf Dist Co	Milton	FL	o. \$100,000,000 to \$14	Beer, Wine & Spirit Wh	Distributor Only	Distributor Only
Gold Coast Eagle Dist	Sarasota	FL	p. \$150,000,000 to \$15	Beer, Wine & Spirit Wh	Distributor Only	Distributor Only
Southern Eagle Dist	Fort Pierce	FL	o. \$100,000,000 to \$14	Beer, Wine & Spirit Wh	Distributor Only	Distributor Only
Eagle Brands Sales	Miami	FL	p. \$150,000,000 to \$15	Beer, Wine & Spirit Wh	Distributor Only	Distributor Only
Georgia Crown Dist Co	Mc Donough	GA	q. \$200,000,000 OR M	Beer, Wine & Spirit Wh	Distributor Only	Distributor Only
Great Bay Dist Inc	St. Petersburg	FL	p. \$150,000,000 to \$15	Beer, Wine & Spirit Wh	Distributor Only	Distributor Only
Gold Coast Beverage D	Pompano Beach	FL	q. \$200,000,000 OR M	Beer, Wine & Spirit Wh	Distributor Only	Distributor Only
Gold Coast Beverage D	Miami	FL	q. \$200,000,000 OR M	Beer, Wine & Spirit Wh	Distributor Only	Distributor Only
Gold Coast Beverage D	Key West	FL	f. \$5,000,000 to \$9,995	Beer, Wine & Spirit Wh	Distributor Only	Distributor Only

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